

Purchasing Week

McGraw-Hill's National Newspaper of Purchasing

Price Perspective	2
Washington Perspective	4
Purchasing Week Asks You ...	11
Foreign Perspective	15
New Products	16

Vol. 2 No. 20

New York, N. Y., May 18, 1959

\$6 A YEAR U.S. AND CANADA \$25 A YEAR FOREIGN

Growing Protectionism Confusing Many on Our Foreign Trade Policy

More Restrictions Placed on Foreign Imports While Congress Extended Reciprocal Trade Act

Washington—A rising tide of protectionism has thrown many U. S. businessmen and politicians into confusion and doubt about the direction of U. S. foreign trade policy.

In recent months, the U. S. has placed more administrative restrictions on foreign imports than it had since before World War II. A rundown of current cases involving industry petitions for additional relief from the pinch of increasing import competition indicates more to come.

All this has developed despite the fact that only nine months ago Congress approved the longest extension of the basically liberal trade Reciprocal Trade Agreements Act in its 25 year history. Administration officials publically called new tariff cuts a "must" to put the U. S. in position to negotiate with the infant European Common Market and keep that economic unit

(Turn to page 21, column 1)

T.V.A. Might Ask For Foreign Bids

Knoxville, Tenn.—The Tennessee Valley Authority rebelled last week against identical bids from U. S. manufacturers. It announced it is "studying the possibility" of inviting foreign firms to bid on purchases of equipment and materials where such bids have been submitted.

The agency disclosed that a number of U. S. electrical equipment producers and others had regularly bid the penny on a number of purchases. Recent instances include transformers, conductor cable, and chemicals.

The T.V.A. authorized its purchasing division to publicize the bids as of possible "concern" to the public. In one case—on conductor cable—seven suppliers submitted corresponding bids.

In Washington, meanwhile, the director of another public agency, Defense Mobilizer Leo A. Hoegh, was also on a hot spot involving foreign imports versus domestic products. He must announce soon

(Turn to page 21, column 3)

Congress Takes Measure Toward Liquidating Government's Industrial Materials Stockpile

Washington—Congress took a first step last week toward liquidating part of the government's huge treasure trove of industrial materials stockpiled for use in event of another war.

The House approved a bill that would cut off \$49 million of the funds with which G.S.A. buys back perishable items sold to prevent spoilage or deterioration. These cover everything from rubber and fibre to castor oil and feathers and down.

Defense stocks, stashed away in bulging warehouses across the country, are posing the govern-

ment a problem approaching that encountered with agricultural products. There's just too much of them.

Since the program began in 1946, the defense hoard has grown steadily. It now is worth a staggering \$8 billion. Fully half this amount exceeds any foreseeable war needs, according to Franklin Floete, head of the General Services Administration which operates the stockpile program.

Under present law the mountainous stockpiles will continue to

(Turn to page 22, column 4)

S-11 Reported Out

Washington—The Senate Judiciary Committee is once again maneuvering on S-11, the controversial measure that would limit the "good faith" defense in Robinson-Patman price cases.

S-11's principal backer, Sen. Estes Kefauver (D., Tenn.) managed to get his Antitrust Subcommittee to turn the measure loose last week.

Asphalt Prices May Jump Unless Makers Receive More Oil Imports

New York—Asphalt producers warn a sizeable price hike is in store unless they win relief from the government's mandatory oil import quotas that went into effect in March.

They claim the quotas have reduced their imports to 80% of normal and are putting them in a cost-squeeze. Several major producers have submitted "hardship" pleas to the Oil Imports Appeals Board for larger crude and residual oils allocation.

Their petitions list these points as materially adding to cost and advancing the possibility of higher prices for asphalt products:

New Design Motors Save Delivery Time

Schenectady, N. Y.—Building block design and the use of a computer is expected to cut drastically into the lead time for medium- and large-size ac. motors.

As much as 4 to 5 wk. can be cut from the delivery schedule compared with former designs.

General Electric Co.'s use of the building block concept in the 900 to 5,000 hp. motor range lets it build open, weather-protected, or totally enclosed motors from the same basic enclosure. To the basic enclosure G.E. adds a top section tailored to the purchaser's requirements. For instance, cast aluminum sections can be added to make ventilation openings meet National Elec-

(Turn to page 22, column 1)

• Advance production plans of many producers had called for substantial use of Venezuelan crude with 77% solid asphalt content to meet requirements. Import restrictions have forced a revamping of these plans.

• Searching for domestic crudes that could meet the minimum specification of 50% asphalt content, producers found no crudes east of the Rockies that could meet this spec.

• California crude can meet the minimum spec. However, the cost of transporting this crude to asphalt producing plants in many parts of the country averages four times the cost of transporting crude from Venezuela in terms of asphalt content.

On this last point, Eastern producers say they have little use for California crude because it fails to meet the specifications for about 52% of Eastern industrial asphalt markets and 100% of Eastern emulsified asphalt markets. Also, California paving asphalt fails to meet the specifications of states and city governments in about 20% of the Eastern markets.

To meet demand, some pro-

(Turn to page 21, column 4)

Steel Warehouse Try Out New Pricing System in Pittsburgh

Pittsburgh—Major steel warehouse firms are trying out a new pricing system in the Pittsburgh area. Inaugurated earlier this month by Joseph T. Ryerson & Son, Inc., the revised pricing structure is based on a combined application of item extras and order quantity discounts for popular individual items—specifically hot rolled carbon steels, cold rolled sheets, and galvanized sheets.

Under its former pricing system, Ryerson—and other steel service centers—considered the total weight of all items combined as the basic cost-determining factor. But recent cost studies, Ryerson said, emphasized the cost variance according to quantity per individual items.

"Faster turnover of the popular fast moving product groups,"

(Turn to page 4, column 4)

Still a Buyer's Market But Sales Executives Foresee Tables Turned

Optimistic Over Third, Fourth Quarter Prospects Purchasing Week Coast-to-Coast Survey Reveals

New York—It's still a buyer's market for industrial purchasing as far as most sales executives are concerned. But there are a few who believe the tables already are turning—if only slightly.

• PURCHASING WEEK reporters found sales executives strongly

Overtime Hour Index Shows a 73% Gain Over Year-Ago Level

New York—Overtime hours—after their recent breather—are again on the rise. New April figures, as measured by PURCHASING WEEK's special Overtime Hour Index, confirm reports from all over the country that business activity will continue to expand in the coming months.

Latest calculation of this key indicator shows a reading of 92.9 (1956 equals 100). That's a sharp 73% gain over year-ago levels, and well over the 50% year-to-year gain reported for the previous month.

With this latest increase, all of the loss sustained since the index began to ease off in January has been regained. The fact that revised figures show a rise in both March and April could mean a new uptrend may be setting in again.

Hard goods industries are once

(Turn to page 4, column 3)

optimistic about third and fourth quarter prospects in a multi-industry, coast-to-coast inquiry last week. But many cautioned: "That doesn't necessarily mean we won't have to work for it." Surprisingly few, however, mentioned steel strike worries.

• But despite 1959's dramatic surge in business activity, most said P. A.'s still can give them fits regarding price, quality, delivery, and other key buying factors.

• On the other hand, 1960 is not too far away, and a number expect sellers to be able to begin calling the turn a bit just about then.

In a few specific areas—such as steel—the switch already has come. Other sales departments said they were beginning to experience more difficulty in meeting P.A. delivery demands. But only a few said they detected any let-up in P.A. determination to obtain a rock-bottom price on goods purchased.

• Virtually all the sales managers who discussed the buyers-seller outlook said price re-

(Turn to page 22, column 3)

This Week's

Purchasing Perspective

MAY 18-24

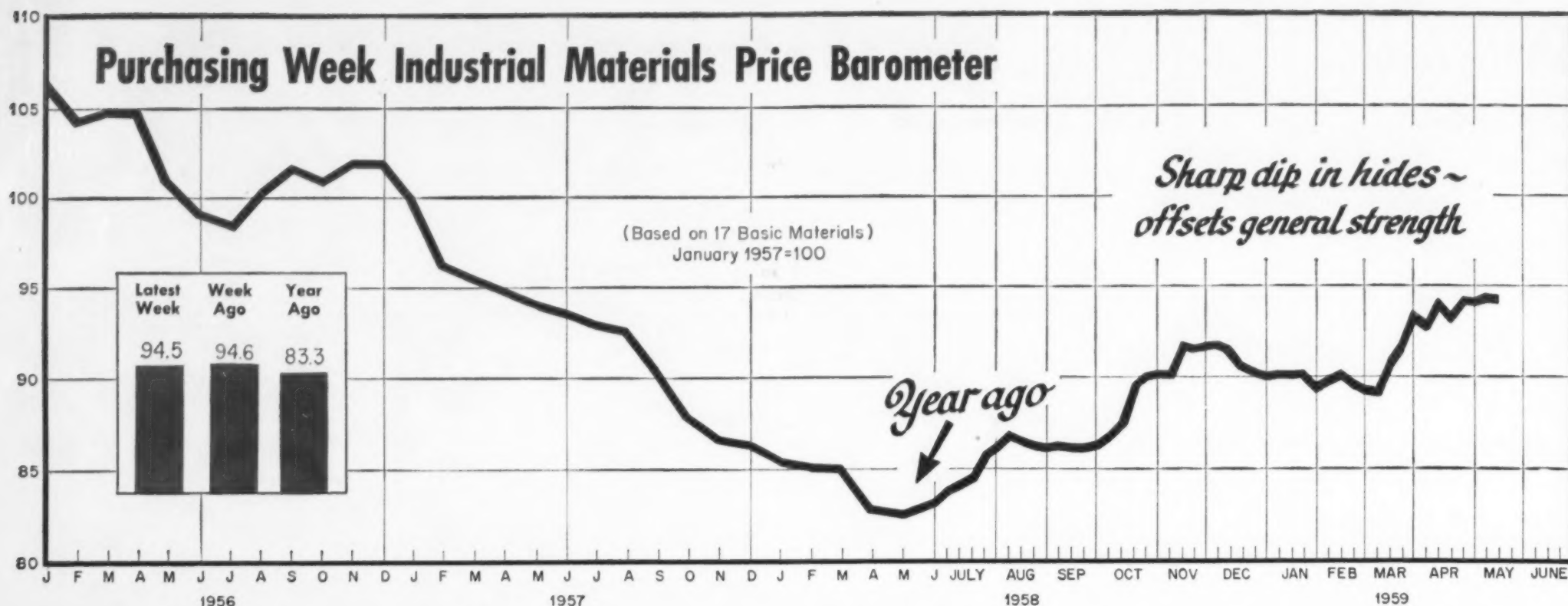
PARADOX? Sales managers insist purchasing still rules the market place and accede to a continuing "buyer's market." Yet even while sales doffs its order book to P.A.'s, business activity (as measured by the Federal Reserve Board index of industrial production) soars to a record high.

Could this be a tipoff to what has been touted previously as the 1960's "boom without shortages"? The '60's already are as close as the corner, and the best indicators agree that business will continue to advance impressively throughout 1959 in a developing business boom.

At any rate, the meaning for purchasing is red-letter clear. The P.A. role as a price-value guardian can become no less demanding and will intensify as cost pressures mount. Sales executives (see story above) said their hardest sell today still is price and they expect it to continue for some time.

In long range purchasing planning, it might be wise to look beyond present surpluses and consider the possibility of a rather tight labor market as the U.S.A. enters the 1960's. Today's worrisome unemployment—down 735,000 in April but still above pre-recession size at 3.6 million—could diminish fairly

(Turn to page 21, column 4)



This index was designed by the McGraw-Hill Department of Economics to serve as an overall sensitive barometer of movements in industrial raw

material prices. The index is not intended to give price movements of specific commodities. The items used are important only in that, together, they re-

flect the current general market trend in sensitive industrials. Weekly prices for most of the items covered are published in "Commodity Prices" below.

This Week's Commodity Prices

	May 13	May 6	Year Ago	% Yrly Change
METALS				
Pig iron, Bessemer, Pitts., gross ton	67.00	67.00	67.00	0
Pig iron, basic, valley, gross ton	66.00	66.00	66.00	0
Steel, billets, Pitts., net ton	80.00	80.00	77.50	+ 3.2
Steel, structural shapes, Pitts., cwt	5.50	5.50	5.275	+ 4.3
Steel, structural shapes, Los Angeles, cwt	6.20	6.20	5.975	+ 3.8
Steel, bars, del., Phila., cwt	5.975	5.975	5.785	+ 4.4
Steel, bars, Pitts., cwt	5.675	5.675	5.425	+ 4.6
Steel, plates, Chicago, cwt	5.30	5.30	5.10	+ 3.9
Steel scrap, #1 heavy, del. Pitts., gross ton	35.00	35.00	31.50	+11.1
Steel scrap, #1 heavy, del. Cleve., gross ton	34.00	34.00	30.50	+11.5
Steel scrap, #1 heavy, del. Chicago, gross ton	31.00	32.00	30.00	+ 3.3
Aluminum, pig, lb	.247	.247	.24	+ 2.9
Secondary aluminum, #380 lb	.218	.218	.213	+ 2.3
Copper, electrolytic, wire bars, refinery, lb	.312	.311	.246	+26.8
Copper scrap, #2, smelters price, lb	.26	.258	.185	+40.5
Lead, common, N.Y., lb	.12	.115	.115	+ 4.3
Nickel, electrolytic, producers, lb	.74	.74	.74	0
Nickel, electrolytic, dealers, lb	.74	.74	.74	0
Tin, Straits, N.Y., lb	1.03	1.025	.946	+ 8.9
Zinc, Prime West, East St. Louis, lb	.11	.11	.10	+10.0
FUELS				
Fuel oil #6 or Bunker C, Gulf, bbl	2.00	2.00	2.25	-11.1
Fuel oil #6 or Bunker C, N.Y. barge, bbl	2.37	2.37	2.57	- 7.8
Heavy fuel, PS 400, Los Angeles, rack, bbl	2.15	2.15	2.50	-14.0
LP-Gas, Propane, Okla. tank cars, gal	.04	.045	.04	0
Gasoline, 91 oct. reg. Chicago, tank car, gal	.12	.12	.118	+ 1.7
Gasoline, 84 oct. reg. Los Angeles, rack, gal	.11	.117	.112	- 1.8
Coal, bituminous, slack, ton	5.25	5.25	5.75	- 8.7
Coke, Connellsville, furnace, ton	15.00	15.00	15.25	- 1.6
CHEMICALS				
Ammonia, anhydrous, refrigeration, tanks, ton	90.50	90.50	90.50	0
Benzene, petroleum, tanks, Houston, gal	.31	.31	.36	-13.9
Caustic soda, 76% solid, drums, carlots, cwt	4.80	4.80	4.80	0
Coconut, oil, inedible, crude, tanks, N.Y. lb	.214	.213	.153	+39.9
Glycerine, synthetic, tanks, lb	.278	.278	.278	0
Linseed oil, raw, in drums, carlots, lb	.16	.16	.175	- 8.6
Phthalic anhydride, tanks, lb	.165	.165	.205	-19.5
Polyethylene resin, high pressure molding, carlots, lb	.35	.35	.325	+ 7.7
Rosin, W.G. grade, carlots, f.o.b. N.Y. cwt	9.85	9.85	9.70	+ 1.5
Shellac, T.N., N.Y. lb	.30	.30	.31	- 3.2
Soda ash, 58%, light, carlots, cwt	1.55	1.55	1.55	0
Sulfur, crude, bulk, long ton	23.50	23.50	23.50	0
Sulfuric acid, 66% commercial, tanks, ton	22.35	22.35	22.35	0
Tallow, inedible, fancy, tank cars, N.Y. lb	.074	.074	.08	- 7.5
Titanium dioxide, anatase, reg. carlots, lb	.255	.255	.255	0
PAPER				
Book paper, A grade, Eng finish, Untrimmed, carlots, CWT	17.20	17.00	17.00	+ 1.2
Bond paper, #1 sulfite, water marked 20 lb, carton lots, CWT	25.20	24.20	24.20	+ 4.1
Chipboard, del. N.Y., carlots, ton	95.00	95.00	100.00	- 5.0
Wrapping paper, std, Kraft, basis wt. 50 lb rolls	9.00	9.00	9.00	0
Gummed sealing tape, #2, 60 lb basis, 600 ft bundle	6.40	6.40	6.40	0
Old corrugated boxes, Chicago, ton	21.00	21.00	17.00	+23.5
BUILDING MATERIALS				
Brick, del. N.Y., 1000	41.25	41.25	41.25	0
Cement, Portland, bulk, del. N.Y., bbl	4.25	4.25	4.42	- 3.9
Glass, window, single B, 40" bracket, box, fob N.Y.	7.90	7.90	7.00	+12.9
Southern pine lumber, 2x4, s4s, trucklots, fob N.Y., mftbm	131.00	126.00	115.00	+13.9
Douglas fir lumber, 2x4, s4s, carlots, fob Chicago, mftbm	144.00	141.00	116.00	+24.1
TEXTILES				
Burlap, 10 oz, 40", N.Y. yd	.102	.098	.104	- 1.9
Cotton, middling, 1", N.Y., lb	.363	.363	.365	- .6
Printcloth, 39", 80x80, N.Y., spot, yd	.188	.188	.172	+ 9.3
Rayon, satin acetate, N.Y., yd	.273	.27	.27	+ 1.1
Wool tops, N.Y. lb	1.60	1.575	1.44	+11.1
HIDES AND RUBBER				
Hides, cow, light native, packers, Chicago, lb.	.275	.295	.155	+77.4
Rubber, #1 std ribbed smoked sheets, N. Y., lb	.366	.37	.252	+45.2

This Week's

Price Perspective

MAY 18-24

Wage agreements will be dominating the near-term price picture.

And it's not all due to the current steel talks. Negotiations are also coming up on other key materials like copper, aluminum, and rubber.

It's enough to keep any purchasing executive jumpy. Evaluating the imponderables in management-labor negotiations is never any easy task.

The trouble is there is no precise formula for weighing the possibility of supply bottlenecks and price hikes against the costs of carrying additional inventory.

In a way the task is a lot tougher today than last year. For the first time since 1955 the economy is in sharp uptrend. Production lines in many instances are eating up supplies as fast as they can be obtained.

A supply dislocation now can cause a lot more damage to your firm than in, say, 1957 or 1958.

But some preliminary evaluation is certainly possible in light of what happened in previous years.

The wage-price history of steel, for example, can provide some hints on what to expect price-wise in the coming months. A look at back data reveals two significant findings:

- A definite relationship between hourly wage cost hikes and steel price rises. The bigger the pay boost the larger the price hike.

- A growing tendency (over and above this wage-price relationship) for a given wage hike to be met with relatively smaller price rises. Rising productivity and recent public pressure against price hikes lie behind this new trend.

Take these two findings and add one more factor: the feeling among steel people that a two-year, 15-20¢ wage hike range is most likely.

Consider all three factors and you come up with a 1959 price boost of about \$4-\$6 a ton. This might be split into 2 installments—one in summer and one toward year-end as business rise continues.

The other key metals—aluminum and copper—present somewhat more of a price estimating problem.

Three distinct market factors enter into the picture:

- First, there are less possibilities of crippling strikes with their ensuing supply problems.

- Secondly, competition is a lot more fierce in these two metals. This is particularly true on the international front—where foreign fluctuations have a direct impact on domestic prices.

- Thirdly, despite some hedge buying, supplies are generally ample.

For these three reasons price hikes here are likely to be somewhat less in relation to the wage boosts granted.

The rubber market is another area that deserves a closer look.

Here labor has recently entered the picture with new demands for fringe benefits. More important wage negotiations start in July.

Note that contract talks are coming at a particularly bad time. For just the other week, natural rubber tags—spurred on by upped world demand and low stocks—took a big jump. They're now a big 45% above '58.

When you add expected labor cost pressure to this higher material cost, the conclusion is inevitable: Higher rubber product prices are almost a sure bet come late summer or fall.

Sharp Average Yearly Wage Hike in the Offing

New York—Another sharp average yearly wage hike for durable goods manufacturing workers is currently in the making. Sparked by rising industrial output and sharply boosted first-quarter profits, organized labor is turning the heat on at the bargaining table after a year of relatively calm labor wage bargaining in 1958.

For the purchasing executive, the above situation means some upward pressure on prices, especially in the hard goods section of the economy. And where demand boosts will justify tag increases, you can be sure that producers will make every attempt to pass along these rising costs to industrial buyers.

Slow Rise Last Year

As the chart at right shows, hourly wage rates for production workers in hard goods industries rose only 8¢ on the average last year. That was the lowest boost for this key labor sector of the economy since 1954, and 2¢ an hour below the increase recorded in 1957.

Wages for production workers in the soft goods segment of manufacturing industries also eased in their rate of growth last year. The average yearly boost of 6¢ an hour in 1958 was 2¢ below the 1957 average boost and the smallest average yearly increase since 1955.

Three Reasons

There were three principal reasons behind the slack in wage boosts last year:

- The recession brought a dip in profits which toughened both management's attitude toward, and ability to pay for, increased wage rates. Slipping industrial sales also made many firms more willing to accept a strike during 1958.

- Heavy unemployment, which overhung the labor market, dampened union bargaining power. And many workers whose overtime had been cut or whose work week had been shortened were in no financial position to accept a strike.

- A number of key long-term labor agreements were not up for renegotiation, and provided only minor contract and cost-of-living wage boosts to members covered by them.

Trend to Wider Gap

Despite the general slow-down in wage boosts last year, the long-term trend toward a widening differential between wages in soft and hard goods industries continues (see chart above). And heavy pressure from some key hard goods' unions is expected to increase the spread between the two groups of workers even further by the end of the year.

This increasing differential between wages in durable goods and non-durable goods industries is due to two major causes: the relative better demand for hard goods over the past decade and relatively stronger hard goods unions in steel, autos and electrical goods manufacturing.

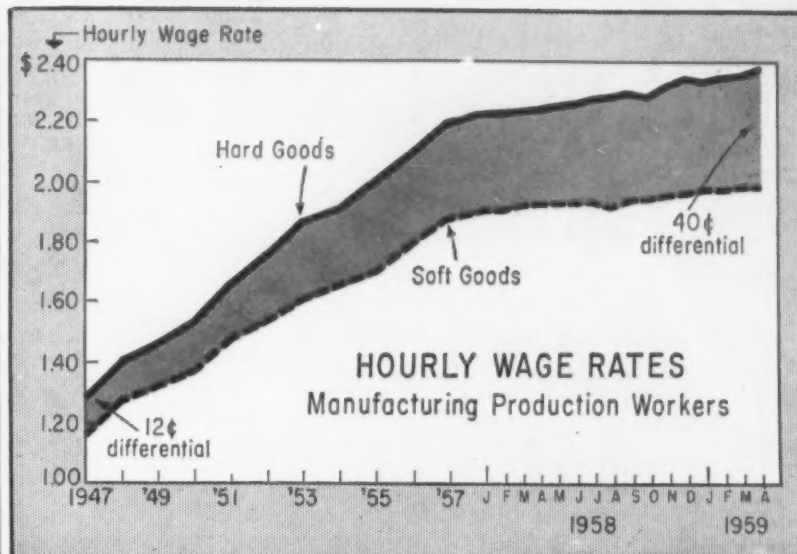
The rise in the differential has not only been sharp, but it has been steady as well, with hard goods manufacturing production workers receiving the lion's share of average wage boosts in good years as well as bad. Since 1947,

the spread has risen on the average of 2 1/3¢ a year. It has almost tripled in the past 10 years and has jumped by 9¢ alone in the past 12 months.

Detailed analysis reveals that wage boosts for production workers in manufacturing over the past year varied greatly from one industry to another. Wages in primary metals industries are up the greatest amount over a year ago—25¢ an hour. Boosts of over 10¢ an hour also came to workers in: lumber and wood, stone, clay and glass, fabricated

metal, non-electrical and electrical transportation equipment, printing and publishing, petroleum and coal, rubber, and leather products industries.

Smallest average boost—2¢ an hour, came to manufacturing production workers in apparel and other finished textile products industries. Other small boosts were recorded in leather and leather products and the furniture and fixtures industries—4¢ an hour, and tobacco and textile-mill products manufacturing industries—7¢ an hour.



LOOK for improvements in industrial handcleaners



**FREE
TRIAL
OFFER**

A NEW WAY to clean working hands

There has never been such a combination of *plus* features to keep workers' hands healthy—and therefore on the job day after day!

It's a brand new scientific formulation — non-depleting Lan-O-Kleen *PLUS*.

It's WEST'S famous Lan-O-Kleen handcleaner . . . *plus* a softer scrubbing action . . . *plus* a gentler sudsing action . . . *plus* a soothing lanolin action!

All of which combine to combat the depletion of natural skin oils while hands are being washed clean.

Highly important is the exclusive process that keeps the rich lanolin content of Lan-O-Kleen *PLUS* "free" to soothe and soften. Lanolin is impregnated into a corn meal base, instead of being "held" in the soap by conventional methods. In this way, it is instantly released for more positive, beneficial action.

Lan-O-Kleen *PLUS* is dispensed from a patented, precision-action unit. A clog-proof measuring valve with a mechanical agitator delivers a thrifty, yet adequate individual portion. More than 435 pairs of hands can be washed with each dispenser filling.

FREE TRIAL OFFER. We'd be glad to send five pounds of Lan-O-Kleen *PLUS* and loan a dispenser for free trial. Or we'll send a smaller sample for evaluation. Just call your local WEST office. Or mail the coupon to our Long Island City Headquarters, Dept. 64.

- ☐ Supply a dispenser and 5 lbs. of Lan-O-Kleen *PLUS*.
- ☐ Send a small sample of Lan-O-Kleen *PLUS*.

Name _____

Position _____

PROGRAMS AND SPECIALTIES
FOR PROTECTIVE SANITATION
AND PREVENTIVE MAINTENANCE



WEST CHEMICAL PRODUCTS INC.
42-16 West Street, Long Island City 1, New York
Branches in principal cities
CANADA: 5621-23 Casgrain Avenue, Montreal

Washington Perspective

MAY 18-24

Government bartering of domestic crop surpluses for foreign strategic metals and minerals is being cut back again by the Agriculture Department's Commodity Credit Corp.

Agriculture officials have removed lead, battery grade manganese, asbestos, and selenium from its list of strategic minerals it will accept in exchange for surplus crops.

For the rest of the year, experts predict, barter levels will again fall off. The move reflects domestic farm opposition, and complaints from friendly crop exporting countries such as Canada, Argentina, and Australia.

Barter fell into disfavor with Agriculture officials two years ago when U. S. exporters complained of the government competition, and farmers complained it cut into cash sales of their own.

But last year, Congress—reflecting pressure from domestic mineral producers—liberalized Agriculture Department barter rules and procedures. The result is that barter so far this year has been running at levels well above last year's. Contracts for the first quarter 1959—for example—totaled \$59.6 million, or over twice the amount in the previous three months.

There's a revived undercurrent of tax talk in Washington—based mainly on the radically improved outlook for business since January when Eisenhower sent his budget to Congress.

The tax thinkers—in the White House, the Treasury, and in Congress—are attracted to a developing situation which promises to make "tax reform" a real possibility in the foreseeable future.

Basically, all politicians still feel there is political magic in tossing a tax cut to the voters on the eve of an election. But of late, they've seen enough evidence to indicate that there may be just as much political luster to be derived from holding spending and revenues as close together as possible.

Result is that they are looking for tax legislation that can be called "tax reform"—which means, they hope, passing out tax benefits when spending is in balance, or nearly so.

The serious foundation on which the reasoning rests is this:

The upswing in business is producing a flood of tax revenues from personal and corporate avenues; and from excise taxes—while the Administration, in the name of fighting inflation, is holding down on its spending programs.

Result is the sudden, lovely prospect of budget surpluses in the years just ahead—which would provide the fiscal headroom the tax reformers say they have to have to get anything accomplished.

The economic theory is that tax reform is needed to stimulate economic growth to take care of an expanding population and the Soviet threat during the decade of the 60's.

Eisenhower already is on record for tax reform if the surpluses are forthcoming. You may yet find some specific recommendations in his recommendations to Congress next January. Some of Eisenhower's advisers would like to recommend more liberal depreciation allowances, reduction of the highest income tax brackets, and some easing of capital gains rates.

To repeat: Don't look for anything soon, but the staff men are already at work for the policy-makers of both parties. They feel it's not too early to begin being prepared.

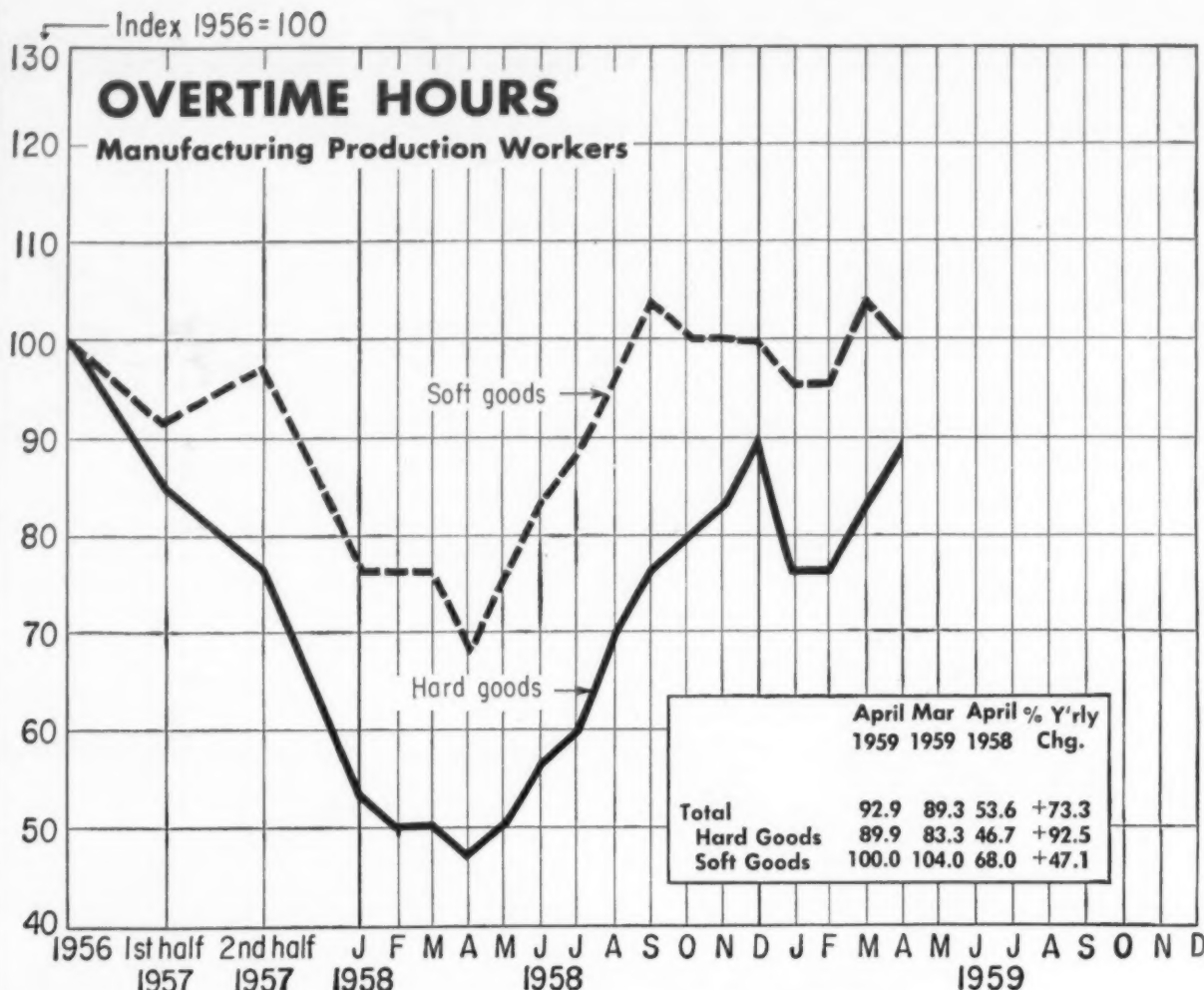
Big industry is swinging into the new employer bargaining pattern—a team-up to face unions across the negotiating table. The latest is in the current steel negotiation—where the companies are talking of a mutual strike defense fund. This is one step toward the ultimate—association or industry wide bargaining already prevalent and growing fast outside the major industries.

A new report on West Coast labor by the Bureau of Labor Statistics reveals association bargaining as the big system in Washington, Oregon, and California. It's mostly among small-employer industries such as construction, trucking and warehousing, retail and wholesale trade, services, lumbering, shipping, canning and small scale metal manufacturing.

It covers two-thirds of all union members on the West Coast—the most highly organized area in the country.

The report reveals how such bargaining works; that it may be the coming thing nationally.

Weekly Production Records which usually appear on this page will be found on page 22 of this issue.



Overtime Hour Index Shows a 73% Gain Over Year-Ago Level

(Continued from page 1) again making the best showing. The April index for durable goods shows a whopping 93% jump over the previous year.

Soft goods gains, while more moderate, also are significant in their own right. Considering the much smaller degree of volatility inherent in this area, the 47% yearly gain indicates continued improvement in many non-durable lines.

As noted previously, these indexes, which have been specially designed for purchasing executives, are extremely sensitive forecasters of future production activity.

When factory managers deem it necessary to use additional overtime, you can be pretty sure output soon will be on the rise, for overtime is expensive. And only a piling up of backlogs and pressures for quick deliveries would warrant such action.

An industry-by-industry breakdown (available only for March) reveals where recovery patterns are strongest, where improvement may be more gradual.

In the hard goods sector, primary metals (up 178% over year ago) leads the parade. Actually it's not so surprising when you consider the depressed state of the industry last year and the current wave of hedge buying now in progress.

Just as significant are the big gains in so-called "heavy industry" areas like electrical machinery (up 100%); transportation equipment (up 92%); and non electrical machinery (up 63%). All indicate a pick up in the important capital goods sector of the economy.

In the soft goods sector, big year-to-year rises in textiles (up 77%) and apparel (up 56%) signify continued improvement for this long-depressed industry. The high rubber increase (up 108%) also is significant—reflecting to a large extent revival in the auto industry.

Overtime Hours of Manufacturing Production Workers Index

1956 = 100

Hard Goods

	Latest Month*	Month Ago	Year Ago	% Yrly Change
Ordinance & Accessories....	69.0	62.1	65.5	+ 5.3
Lumber & Wood.....	103.0	90.9	72.7	+ 41.7
Furniture & Fixtures.....	89.3	89.3	53.6	+ 66.6
Stone, Clay & Glass.....	91.7	80.6	61.1	+ 50.1
Primary Metals	89.3	82.1	32.1	+178.2
Fabricated Metal Products..	83.3	76.7	53.3	+ 56.3
Non Electrical Machinery...	70.3	64.9	43.2	+ 62.7
Electrical Machinery	76.9	80.8	38.5	+ 99.7
Transportation Equipment .	86.2	79.3	44.8	+ 92.4
Instruments	82.6	82.6	52.2	+ 58.2

Soft Goods

Food	84.8	87.9	84.8	0
Tobacco	81.8	63.6	145.5	- 43.8
Textile Mill Products.....	115.4	111.5	57.7	+100.0
Apparel	116.7	116.7	66.7	+ 75.0
Paper	97.8	95.7	73.9	+ 32.3
Printing & Publishing.....	90.6	75.0	68.8	+ 31.7
Chemicals	100.0	95.7	82.6	+ 21.1
Petroleum & Coal Products..	95.0	65.0	60.0	+ 58.3
Rubber Products	142.9	132.1	46.4	+208.0
Leather & Products.....	107.1	128.6	71.4	+ 50.0

* Latest month is March, 1959.

Steel Warehouses Try New Pricing

(Continued from page 1)

Ryerson said, "enables us to offer them at lower prices—a new advantage of special importance to single item buyers." Thus, Ryerson has replaced the familiar "base price plus extras" method by net prices per size based on the turnover rates for the various product groups.

This concept still gives a price advantage to the steel buyer who purchases several items into a single purchase to increase the total weight. But a still greater advantage, according to the revised schedules, comes through ordering larger single item quantities.

Ryerson also noted that buyers of single items in the popular categories also will be charged less now than before.

It was pointed out that the net pricing system has been in effect at warehouses in key cities for some time—but without the price advantage based on orders in-

volving larger quantities of select individual items.

The net pricing system as such, for instance, previously had been used in such cities as Portland, Ore.; St. Paul, Minn.; and Boston, Mass.

Industry sources said that the revised pricing system inaugurated at Pittsburgh May 1 could indicate that the entire steel warehouse system ultimately may go to net pricing.

Under the net pricing system, customers obtain a more realistic price—based on the warehouse's actual cost of handling the material rather than the weight of items purchased. Since handling costs are lower when larger quantities are ordered, a saving can be passed on to the customer.

The system naturally eliminates the problem of figuring in extras and at the same time provides a better rate for lumped orders.



Why you get more than a motor from Century Electric

Availability, quality, and know-how—all the things you want in motors. Here's why you get all this and *more* with Century Electric motors:

Availability—Ordering is simple because you can get any motor you need from 1/20 to 400 hp. When you have a wide variety of motors from which to choose, it's easier to get the one you need. Think how you save time when you get answers to all your motor needs in one place.

Quality—Anyone can make claims about high manufacturing standards and quality control. But the best proof of Century Electric quality comes from years of outstanding service. Ask the man who sees every kind of motor

sooner or later—the service repair shop man. He'll rate Century Electric motors outstanding.

Application know-how—Century Electric sales engineers know motors. They apply, engineer and think motors and nothing but motors. They can give you on-the-spot help in selecting the right motor—to make sure you get the best one for the job.

Fast answers—You get fast answers to your motor and generator questions from Century Electric. Quotations, models, drawings—whatever you need. When you come to Century Electric you get *more* than a motor. For more information, contact your local Century Electric Sales Office or Authorized Distributor. Century Electric Company, 18th and Pine Street, St. Louis 3, Missouri.

CENTURY ELECTRIC COMPANY

St. Louis 3, Missouri Offices and Stock Points in Principal Cities

Century
58-13

N.A.P.A. Local Chapters Electing New Officers for the Coming Year

Purchasing Agents associations have been busy in recent weeks selecting new officers and directors of local associations and N.A.P.A. district councils. Results are in this week from N.A.P.A. Districts 3 and 5 and from various local groups.

Tri-City Group Member Re-elected Dist. 3 V.P.

Rockford, Ill.—W. M. Davis, a Tri-City Purchasing Agents Association member, was re-elected N.A.P.A. District 3 vice president for 1959-60 at the spring elections.

Davis had completed the term of the late George S. Forbes. Davis is purchasing agent for Macomber, Inc., Rock Island Steel Division.

District 3's Brueggemann Award Committee announced that this year's recipient of the annual Henry L. Brueggemann Award was Carl W. Failmezger, a member of the Purchasing Agents Association of Milwaukee. Henry Kropp of the Chicago association and award chairman, made the announcement.

Failmezger, who retired recently as purchasing agent for Wadhams Division of Socony Mobil Oil Co. at Milwaukee was cited for his work in furthering purchasing in general and for his particular efforts as public relations chairman of District 3 last year.

Paisley Boney Named District Vice President

Richmond, Va.—The District 5 Council elected its public relations chairman as vice president at its meeting here last month.

Paisley Boney, assistant manager of J. P. Stevens & Co.'s pur-



PAISLEY BONEY

chasing department, is past president and national director of the Carolinas-Virginia Purchasing Agents Association and has served on many local committees.

In 1957, Boney received the Thomas Award for his work in advancing the purchasing profession.

R. E. Redman President Of El Paso Association

El Paso, Texas—The El Paso Purchasing Agents Association has named R. E. Redman as president for the 1959-60 session. Redman is with American Smelting & Refining Co.

Other officers chosen: R. O. Covington, American Smelting & Refining Co., first vice president; V. J. Lindquist, Car Parts

Depot, Inc., secretary; Mrs. Addie Ross, State National Bank, treasurer; W. L. Adams, El Paso Electric Co., national director; J. E. Bimler, Standard Oil Co. of Texas, alternate national director.

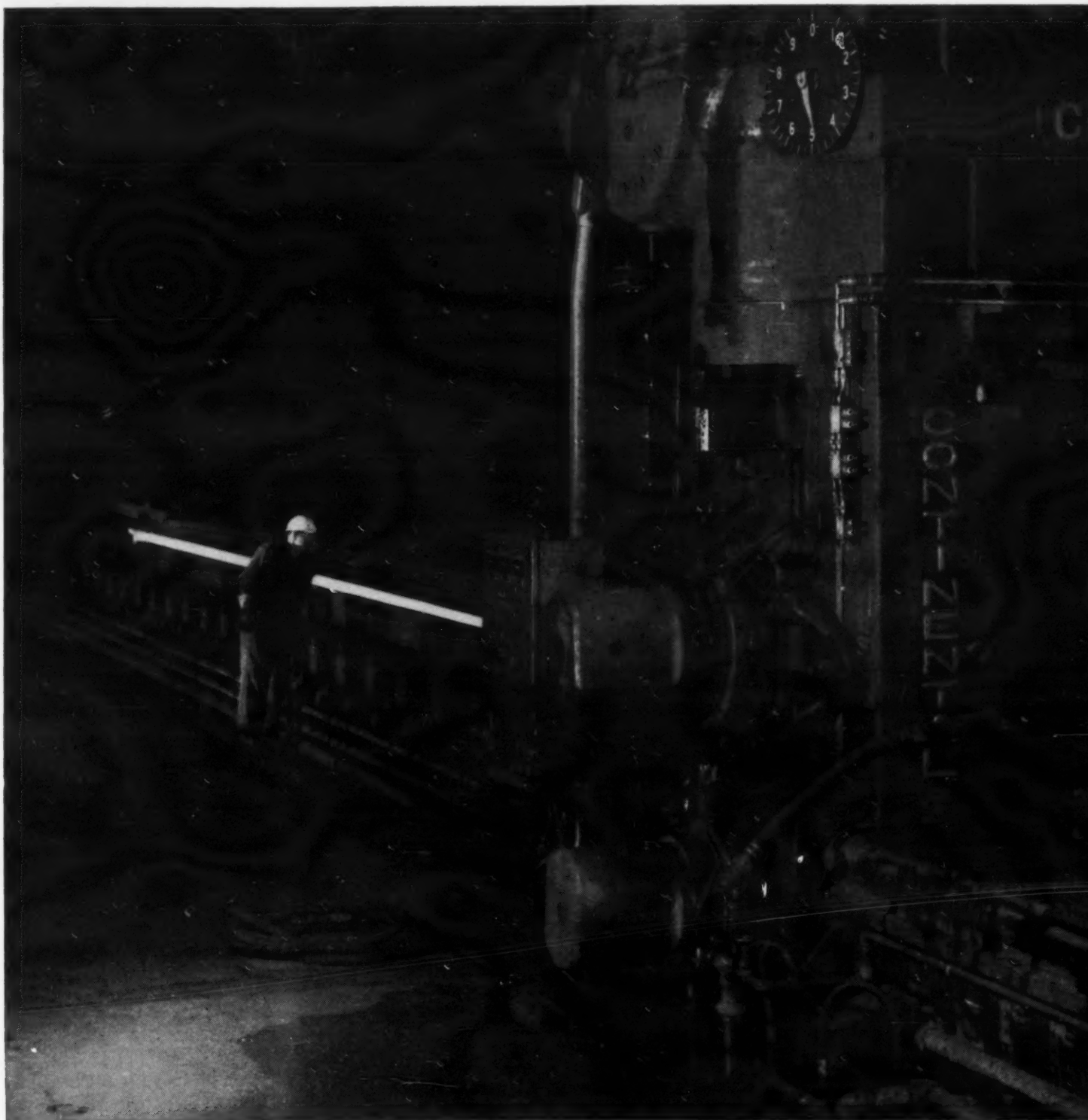
Ray Bosch to Head Up Cleveland P.A. Group

Cleveland—Purchasing Agents Association of Cleveland elected officers for 1959-60 at its April session. Ray Bosch, manager of purchasing and stores, TAPCO Group, Thompson-Ramo-Wooldrige, was named president.

Bosch succeeds Chester D. Jones, who was elected national director. Other officers are: William H. Conant, Weldon Tool Co., first v.p.; Stewart P. Brownell, Cleveland Electric Illuminating Co., second v.p.; and Paul P. Averill, Warner & Swasey Co., secretary-treasurer.



CLEVELAND GROUP'S new officers, sitting left to right, Ray Bosch, William H. Conant, Stewart P. Brownell, and standing, Paul P. Averill.



Gulf makes things run better, with—

NEW GULFCROWN

Here's a multi-purpose lithium base grease for bearings in heavy duty service.

It's a completely new bearing grease that effectively lubricates bearings operating under high loads, shock loads and with oscillating motion.

New Gulfcrown Grease E.P. will give you plenty of proof that Gulf makes things run better. It resists heat, cold, moisture and mechanical breakdown. It has excellent oxidation stability and protects against corrosion.

You'll find that this new grease pumps freely at 0°, yet stands up at temperatures to 250° F., and even higher under certain conditions.

New Gulfcrown E.P. is an unusually versatile multi-purpose grease. For example, it gives excellent results in the lubrication of heavily loaded trunnion bearings . . . steel mill work rolls and table rolls . . . sliding dog clutches . . . spiral gear boxes . . . Banbury mixers . . . the bearings, cams and gears in textile looms . . . and

G.E. Gives Its Wholesalers Bid-Making Rights

Cleveland—General Electric has moved to create additional competition on lamp sales to municipal and state government bodies by giving its wholesale distributors more bid-making authority.

Effective last week, G.E. authorized wholesale agents for its Large Lamp Department to handle bid prices on bulbs and tubes sought by governmental purchasing departments. By eliminating its previous single nationwide approach to the municipal and state market, G.E. decided that it could compete more easily if the

price determination is made by the link in its distributor chain closest to the customer—the local wholesale agent.

Other provisions of the G.E. large lamp sales plan remain unchanged. G.E. will continue to distribute lamps through its agents and retain title until they are sold to the ultimate consumer.

One principal effect of the new system will be to overcome sectional price differences which had put G.E. agents at a disadvantage when the manufacturer determined the bid prices.

City of Houston Drops 'Earnest Money' Policy

Houston—By relaxing its policy of requiring bidders on city contracts to post "earnest money," the city of Houston expects to save about \$75,000 a year through broader and sharper bidding.

Bidders had been required to post a cashier's or certified check for a fixed percentage of their bid. Now they will be able to post a bid bond as an alternative.

Councilman W. H. Jones, who sponsored the idea, contended that the former policy squeezed out many small businessmen.

C.C.C. to Use Plastic Bags to Ship Dried Milk Abroad to Save Money

Washington—The Government could have sliced \$7 million off the cost of packaging cheese and dried milk if it had used plastic bags instead of tin cans for shipments abroad.

The General Accounting Office, which acts as a watchdog on federal expenditures, said the savings were possible on exports of the two commodities to needy foreign nations during fiscal 1957 and 1958.

In a report to the House Gov-

ernment Operations Committee, the G.A.O. estimated the Commodity Credit Corp. could have saved 2.2¢ a lb. by using plastic bags. The C.C.C. shipped 542 million lb. of dried milk abroad during the two-year period, but only 216 million lb. of it in plastic bags. Only 40 million lb. of cheese were shipped in plastic containers out of the total 283 million lb. which were sent abroad.

Only Minor Spoilage

G.A.O. reports that the use of plastic bags was found to be satisfactory with only minor spoilage reported. The C.C.C. packaged the products, taken from surplus stocks, for shipping abroad by nonprofit voluntary groups.

G.A.O. said one of the nonprofit agencies reported tin cans were preferred by the needy foreign countries receiving them because of the "sales value of the empty cans."

But C.C.C. now has agreed that plastic bags should be used for shipping dried milk, but says that tin cans are preferable in many cases for cheese to prevent spoilage en route to the countries overseas.

Navy Ordnance Using Data Processing System

Mechanicsburg, Pa.—U. S. Navy ordnance has switched to electronics for control of its supplies to depots and the fleet. Heart of the system is a large-scale data processing system which will govern ordnance supply operations in three major areas—technical records, inventory control, and shipboard allowance lists, as well as guided missile inventory, provisioning, price changes, and transaction item reporting.

The Navy said Burroughs Corp. installed the system at the ordnance supply office headquartered at this central Pennsylvania community.

Operation of the new electronic setup was turned over to the Navy last week at dedication ceremonies held here.

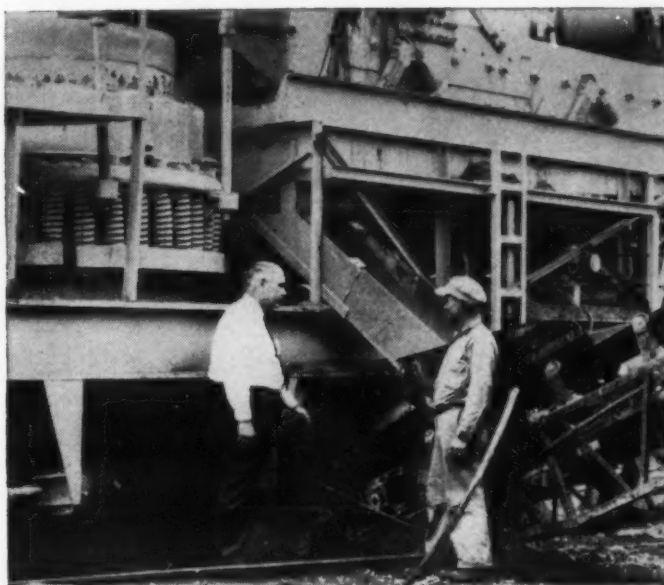
Westinghouse Grants Rights on Pure Silicon

Pittsburgh—Westinghouse Electric Corp. has granted licensing rights to Dow Corning Corp. and Monsanto Chemical Co. to produce and sell the "world's purest silicon."

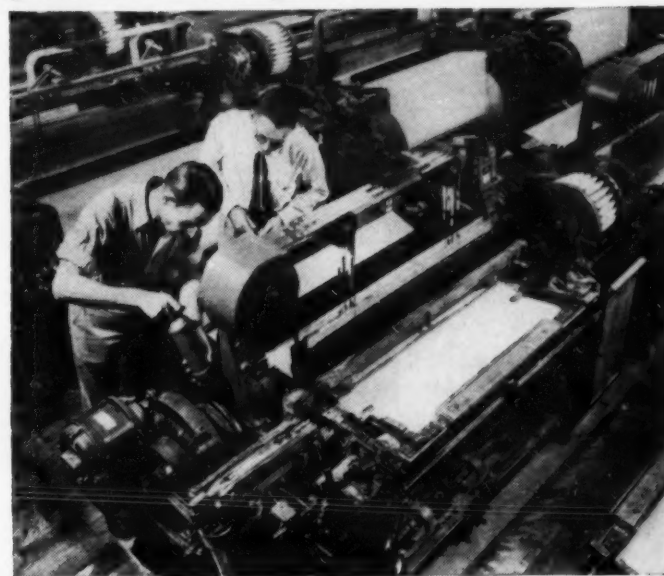
Both companies have been given patent rights and technological information on the Siemens-Westinghouse process to manufacture ultra-pure silicone. Westinghouse says impurities in the material amount to less than one part in 6 billion.

New Division Created

Owatonna, Minn.—Owatonna Tool Co. has organized a new hydraulic division to concentrate on the hydraulics part of the regular O.T.C. line of tools and hydraulic equipment. The division also will design and manufacture complete hydraulic pumping units.



In hard-working equipment, like stone crushers, new Gulf-crown Grease E.P. withstands extremely high shock loads in grease lubricated bearings.



In textile mills the excellent residual anti-weld properties of new Gulf-crown Grease E.P. makes it the ideal lubricant for loom bearings, cams, pick balls and gears.

In steel mills, new Gulf-crown Grease E.P. will successfully withstand the high temperatures and extreme pressures encountered in the lubrication of work rolls and table rolls.

GREASE E.P.

a host of other heavy-duty industrial applications.

Gulf-crown E.P. can be used for electric motor bearings, fans, pumps and for nearly every type of application. Can be applied through centralized systems or by gun. Available in NLGI consistencies 0, 1 and 2.

Find out how Gulf-crown E.P. can improve your operation and help you get lower maintenance costs. Call your Gulf Sales Representative at the nearest Gulf office. Meanwhile, mail coupon for new booklet.

GULF OIL CORPORATION
Dept. DM, Gulf Bldg., Pittsburgh 30, Pa.

Please send booklet on new
Gulf-crown Grease E.P.

Name _____
Title _____
Company _____
Address _____
City _____ Zone _____ State _____

PW-5209



Kennametal's Campaign Stresses Direct Labor and Machine Costs

'Profit in Retiring a Tradition' Theme Points Up Economies of Throw-Away Type Tools, Inserts

Latrobe, Pa.—Seeking a change in concept of machine tool practices, Kennametal, Inc., has started a campaign to spotlight relative importance of tool costs and fixed machine expenses as they affect over-all machining costs per piece.

Kennametal believes that too much importance is put on life and cost of small, expendable or "perishable" cutting tools when charges such as direct labor and machines should get cost analysis attention. To get its point across, the company has prepared a booklet, "There's Profit in Retiring a Tradition." The title also is the theme of Kennametal's sales program, advertising, and direct mail promotion.

Kennametal points out that for many years maximum tool life was considered essential to efficient machining. This minimized the cost of regrinding and erratic tool life from reground tools. But with the introduction of fast-indexing, throw-away type inserts, the shortening of tool life became more economical and increased production. This system holds true on jobs with a long machining cycle in relation to load and unload time.

Although most shops are familiar with throw-away insert

tools, many have not taken advantage of harder grades of carbide available for this type of tooling, Kennametal engineers point out.

Kennametal's idea is not new, but it feels this system can cut costs and up production in the face of keen foreign and domestic competition.

Paper Firm P.A.'s Idea Sparks Container-Toy

Ft. Wayne, Ind.—A corrugated shipping container with "play-appeal." The idea developed for North American Van Lines by Mead papers was sparked by efforts of Purchasing Agent Don Coffman and other top company officials to brighten up the household moving firm's packing boxes. The result (right) was a moving container which a child can easily convert into a sturdy toy after the movers install the family in its new home. N.A.'s former box design is shown behind the "stage depot."



Convertible container-toy replaces N.A.'s old carton.

Lavino Plans to Build Magnesite Facilities

Freeport, Texas—B. J. Lavino Co. has reactivated plans to build a \$3 million magnesite plant in the Brazosport area.

The Lavino plant will produce high grade magnesite (periclase), which is a component of the refractories made in the Lavino plants in Philadelphia.

Lavino is one of the principal suppliers of fire resistant materials for the production of steel, copper, power, and other major industries.

In 1957 Lavino announced plans for building an \$8 million plant south of Freeport on land to be purchased from Freeport Sulphur Co. This plant was to have been in full production by mid-1959.

The company temporarily abandoned its plans during the recession.

Polyethylene Output Up

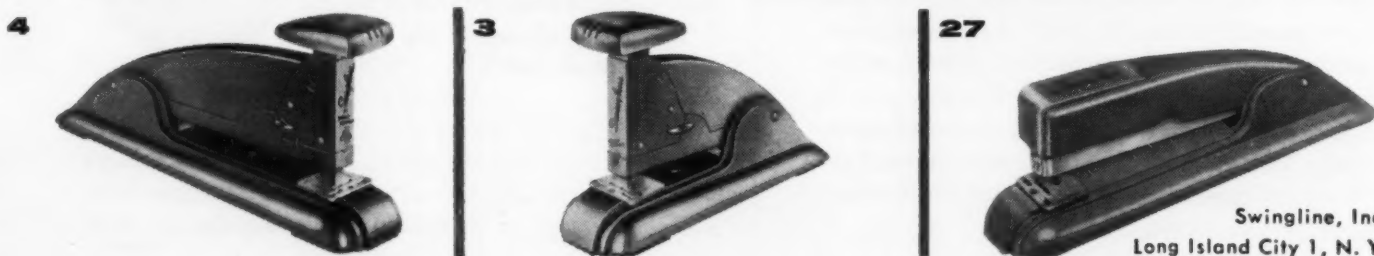
Longview, Texas—With the completion of expansion plans here, Eastman Kodak Co.'s Texas Eastman Co. division expects to raise its production of polyethylene to 100 million lb. by June 1. The production increase is the company's fourth since it began production in October 1954.

Glass Container Plant

Tampa, Fla.—Plans have been completed to erect a \$3.5 million glass container plant in this city's Industrial Park. Thatcher Glass Mfg. Co. purchased a 30-acre site under an option agreement. The facilities are expected to produce 100 million glass bottles for the Florida market.

4
3
27
Swingline

seen on more desks across the nation than any other brand! Why? Because only SWINGLINE OFFICE STAPLERS have the famous open-channel for split-second loading...jam-proof performance. Exciting Jeweltone colors, ultra-modern design. No. 4 is a master desk stapler, holds 210 staples. No. 3 is a shorter desk model, holds 105 staples. No. 27 is a rugged one, holds 210 staples, can be imprinted with your company name, too! All sensibly priced. Contact your stationery supplier... today!



Swingline, Inc.
Long Island City 1, N. Y.

11 Lead-Zinc Exporting Nations Holding Down Surplus Shipments

New York—Decision of various lead and zinc producing and exporting nations to voluntarily cut back world supplies of the surplus metals drew a mixed response last week.

Some U. S. lead and zinc industry members approved the scheme calling it at least a "step in the right direction." But mining experts in Washington felt too much optimism was attached to the U.N. group's effort to tighten the market.

Washington reaction was that current market conditions will call the turn—not loose voluntary agreements made in New York.

The United Nations Lead & Zinc Committee meeting had ended after a two-week session with 11 of 20 nations announcing supply cutbacks. In a simultaneous development, a 30-nation group decided to seek establishment of a permanent lead-zinc international study group designed to promote price agreements.

In the temporary committee sessions, individual nations and producers volunteered cutbacks ranging from 2 to 10% in the two metals.

The committee admitted the voluntary setup was a loose one, easily overturned if one or more nation moved to take advantage of the others by boosting production or exports. And even with the reductions, world supplies of the metals will continue to mount, according to current production estimates.

Nevertheless, the voluntary agreements had an immediate effect in the lead market. U. S. domestic lead prices advanced 1/2¢ on May 7, due partly to increased demand and partly to the expressed willingness of producer-exporter nations to initiate cutbacks.

Vanadium-Alloys Steel Expanding Production

Latrobe, Pa. — Vanadium-Alloys Steel Co. has completed a \$3.5 million expansion program which includes new additions to its fine steel production, finishing, and delivery capacities.

Principal improvements are: new vacuum smelting furnace, new rolling mills, and a continuous controlled atmosphere annealing furnace here and a 2,000-ton vertical hydraulic forging press at the firm's Colonial Steel Co. Division in Monaca, Pa. In addition, all auxiliary heating and handling equipment and additional test and inspection facilities have been installed.

Du Pont Builds Second 'Mylar' Polyester Plant

Florence, S. C.—Du Pont Co. will erect its second "Mylar" polyester film plant here at an estimated cost of almost \$20 million. Construction will begin next month with completion expected early in 1961.

The plant will provide a second source of supply for "Mylar" convenient to Eastern markets and nearly double production of the packaging film. Commercial production started at the company's Circleville, Ohio, plant in 1954. Since then, facilities at Circleville have been expanded with the latest expansion scheduled to go on stream early in 1960.

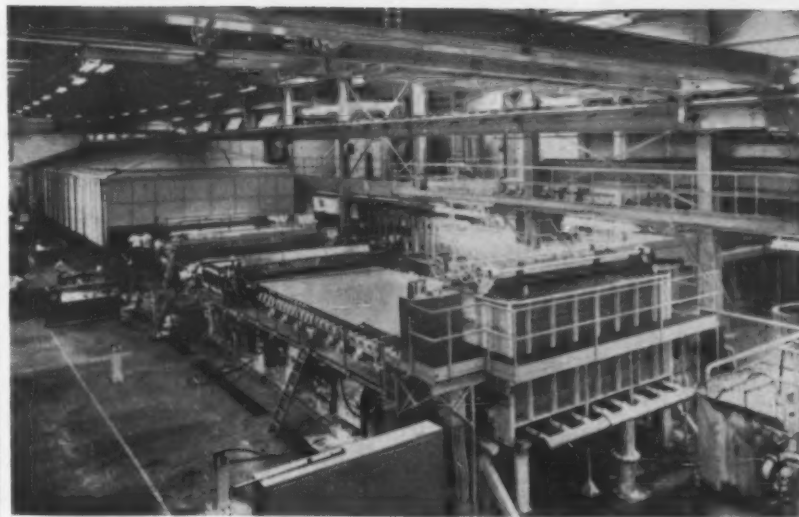
Conkey Acquires Firm

Mendota, Ill.—H. D. Conkey & Co. has purchased Spartan Tool Co. of Chicago, manufacturers of Spartan power-driven drain and sewer line cleaning machines, sewer cable, and cutting tools.

Ecusta Division Installs Modern Paper Machine

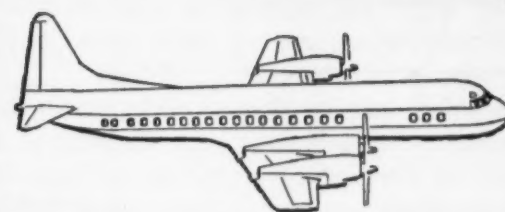
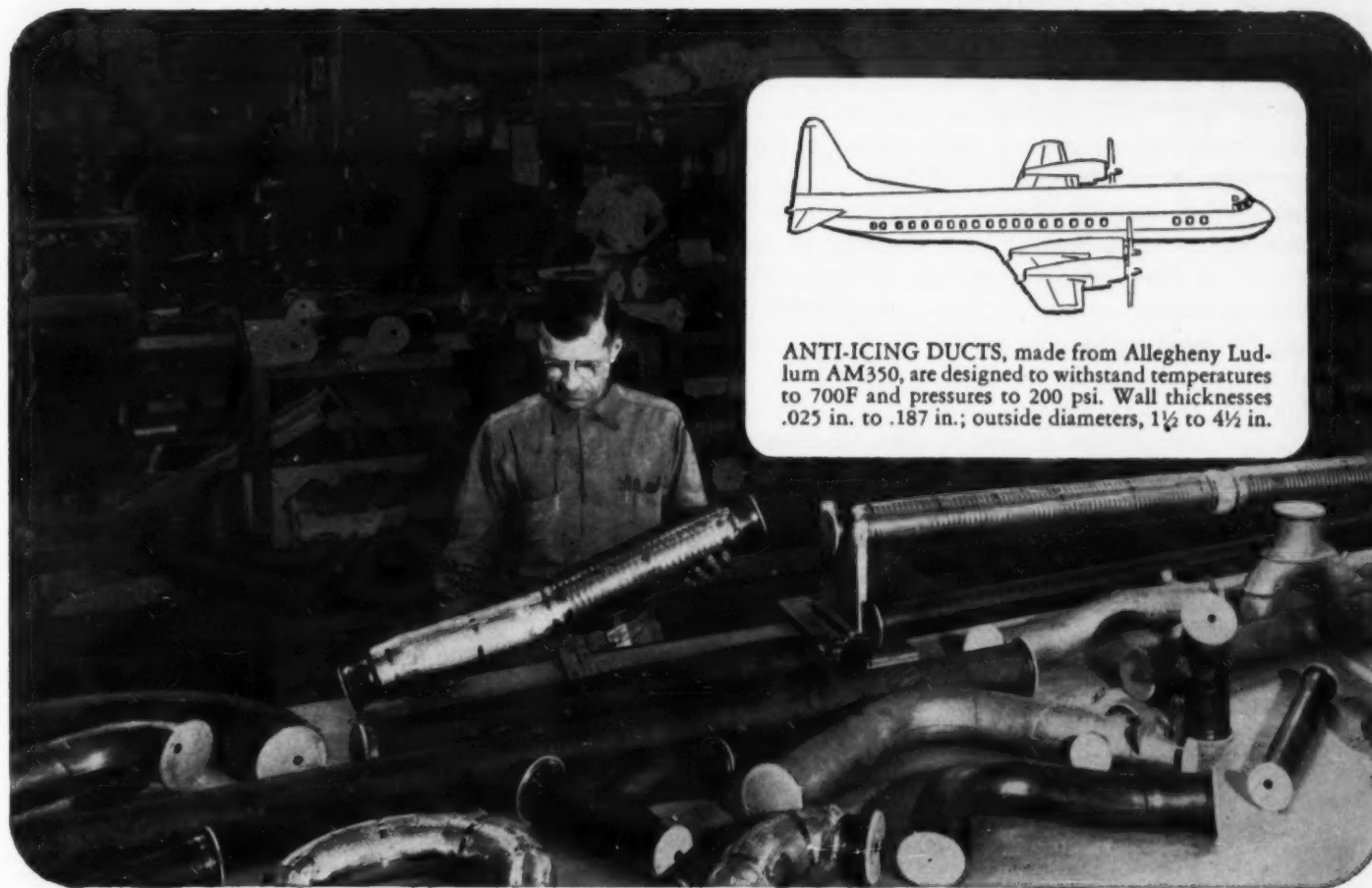
Pisgah Forest, N. C.—Ecusta Paper, a division of Olin Mathieson Chemical Corp., has installed a new lightweight paper producing machine, which it describes as the largest and most automatic in the industry. It represents the core of a \$6.5 million investment at the Ecusta plant here.

The Fourdrinier machine gives Ecusta 35% more production, produces papers from 15 to 60 lb. weight, and increases quality. Picture at right shows the machine in operation.



Huge Fourdrinier lightweight paper machine installed.

Experience—the extra alloy in Allegheny Stainless



ANTI-ICING DUCTS, made from Allegheny Ludlum AM350, are designed to withstand temperatures to 700F and pressures to 200 psi. Wall thicknesses .025 in. to .187 in.; outside diameters, 1 1/2 to 4 1/2 in.

made from Allegheny Ludlum precipitation-hardening stainless:

Prop-jet's anti-icing ducts take high heat and pressure in stride

The anti-icing system of a new prop-jet airliner was designed to operate under high heat and pressure, yet the ducting had to be as light as possible. AM350 was specified. Both AM350 and AM355, Allegheny Ludlum's precipitation-hardening stainless steels, have strength/weight ratios at 600F five times greater than the usual aluminum aircraft alloy. In fact, AM350 and AM355 maintain high strength from room temperature up to 1000F.

These space age metals have other properties highly desirable: excellent corrosion resistance, ease of fabrication, low temperature heat treatment, good resistance to stress corrosion.

These features have been used to advantage in airframe structural members, airframe skins, pressure tanks, power plant components, high pressure ducting, nacelles and other missile and supersonic aircraft applications.

availability: AM350, introduced several years ago, is available commercially in sheet, strip, foil, small bars and wire. AM355, best suited for heavier sections, is available commercially in forgings, forging billets, plates, bars and wire.

corrosion resistance: Compared to the more familiar

stainless grades, AM350 and AM355 resist corrosion and oxidation better than the hardenable grades (chromium martensitic) and only slightly less than the 18 and 8's. They resist stress corrosion at much higher strength levels than do martensitic stainless grades.

simple heat treatment: High strength is developed by two methods. Both minimize oxidation and distortion problems. The usual is the Allegheny Ludlum-developed sub-zero cooling and tempering (SCT): minus 100F for 3 hrs plus 3 hrs at 850F. Alternate method is Double Aged (DA): 2 hrs at 1375F plus 2 hrs at 850F.

easy fabrication: AM350 and AM355 can be spun, drawn, formed, machined and welded using normal stainless procedures. In the hardened conditions, some forming may be done . . . 180 degree bend over a 3T radius pin. Also AM350 can be dimpled in the SCT condition to insure accurate fit-up.

For further information, see your A-L sales engineer or write for the booklet "Engineering Properties, AM350 and AM355." Allegheny Ludlum Steel Corporation, Oliver Building, Pittsburgh 22, Pa. Address Dept. PW-17.

ALLEGHENY LUDLUM

EVERY FORM OF STAINLESS . . . EVERY HELP IN USING IT



WSW 7341

Purchasing Week

330 West 42nd St., New York 36, N. Y.
McGraw-Hill's National Newspaper of Purchasing

Vol. 2, No. 20

May 18, 1959

Print Order This Issue 25,968

Can George Do It Alone?

A bill which has been soundly challenged as an invasion of the industrial purchasing agent's right to buy has passed its first hurdle and is before the Senate Judiciary Committee. It is the controversial S-11 which Sen. Estes Kefauver and Rep. Wright Patman, sponsor of a similar measure in the House, feel will strengthen the Robinson-Patman Act by restricting its "good faith" defense.

The fact that the bill was reported out by Kefauver's Antitrust & Monopoly Subcommittee is something of a paradox—if you consider the Tennessee Democrat's position as an arch-foe of administered pricing and other market factors he condemns as non-competitive. Leading purchasing and industrial spokesmen denounced S-11 before Kefauver's group as a potential purchasing "strait jacket" and promoter of "price rigidity."

By now most industrial buyer groups throughout the country have heard or read the specific reasons why S-11 has been condemned as a below-the-belt blow not only to the industrial purchaser but to the national economy as well. PURCHASING WEEK has reported on opposition stands taken by the National Association of Manufacturers, the Chamber of Commerce, and top manufacturing groups in numerous vital industries.

It is on these points, emphasizing precisely where the national welfare would be undermined, that individual P.A.'s now have an opportunity to alert key members of Congress. No postcard or form letter campaign, no matter how well organized, can ever torpedo this legislation as effectively as a P.A. speaking his mind on specific issues.

S-11 would still permit a seller to use the "good faith defense" in price reductions—but only if he proves that effect of his reductions do not "substantially . . . lessen competition or tend to create a monopoly in any kind of commerce, in any section of the country . . ."

S-11's backers argue they need the restrictive effect of the bill to protect small business and the general economy from predatory pricing policies of major firms. Purchasing's basic reply, of course, is that the vague phrases above would severely handicap forces beneficial to one of the national economy's (and purchasing's) prime assets—legitimate price competition. Instead of promoting competition, S-11 would tend to dry up supply sources and create new price rigidities and monopolies.

The complexities of the situation require frank public debate not only in purchasing groups but in other management categories as well. It is a matter for consideration outside the industrial community, too—in local civic and fraternal groups.

Thus, S-11 comprises more than a threat to purchasing's right to buy. It also poses a direct challenge to purchasing management leadership. By purchasing's own definition, who is better equipped to press the fight?

Up to now Washington sources have not given S-11 a high rating for eventual passage. But the House barreled a similar measure through in 1956, so why take a chance now?

Can purchasing afford to adopt a "let George do it" attitude? What if it turns out he couldn't do the job alone?

Your Follow-Up File

Likes P.W.'s Fine Coverage

Coshocton, Ohio

I have read with interest your articles in recent issues covering the Railway Express situation ("Investment House Bids for Railway Express," April 27 '59, p. 1, etc.), and I have just read your editorial on this subject ("The Railway Express Story," p. 10) in the May 4 issue. I would like to congratulate you on the fine coverage you have given your readers on this topic.

I am a subscriber and regular reader of PURCHASING WEEK and find it a very helpful publication. Not only is it to the point and easy to read, but also it gives a very complete coverage of current-day happenings which are of vital interest to purchasing people.

N. L. Harris

Purchasing Agent

Laminated Products Department
Chemical & Metallurgical Division
General Electric Co.

Ultrasonic Cleaner Omission

Metuchen, N. J.

The very excellent article entitled "How to Evaluate Ultrasonic Cleaners" (April 27 '59, p. 18) was read with a great deal of interest by us.

However, we were the unfortunate victim of a typographical error under the listing "Average Power."

Gulton Industries manufactures a line of ultrasonic cleaners whose average power is from 50 watts to 2,000 watts. It was the latter figure which was omitted—I am sure inadvertently.

Once again, our congratulations on a very fine article.

James G. Hamelin

Manager

Advertising and Public Relations
Gulton Industries, Inc.

• You are right—the omission was unintentional. We are sorry.

Interested in Value Analysis

Detroit, Mich.

We have had a request from our parent organization in Sweden to obtain for them articles dealing with value analysis and make or buy decisions.

I recall that you have had some very valuable articles recently on value analysis and would appreciate reprints. Also, if available, would you furnish reprints of any articles which you may have run concerning make or buy.

Your newspaper is received each week and the members of our staff enjoy very much reading the articles and news items.

W. T. Thompson

Manager—U. S. Office
AB Volvo

• Reprints and/or tear sheets are available of:

"Experts Aid Purchasing men by answering Pertinent Questions on Value Analysis . . ." and ". . . But Fred Sherwin's Answer is That Value Analysis Enables P.A.'s to Increase Savings," Jan. 26 '59, pp. 12 and 14;

"Army Ordnance Turns to Value Analysis; Design and Procurement Installations Affected" Dec. 22 '58, p. 15;

"Team Offers Purchasing Men Value Analysis," Dec. 15 '58, p. 1;

"Value Analysis Profitable Tool

"Only If All Profit, All Cooperate,"

May 5 '58, p. 12;

"Should We Make, or Should We Buy?" June 23 '58, p. 16.

Headlines Are Eye Catchers

Toledo, Ohio

I have subscribed to several magazines on the subject of purchasing but your weekly seems to be the first periodical in which some thought has been given to presenting an intelligent format.

I feel personally, the headline eye catchers are of particular benefit for speed reading.

I am looking forward to not only keeping up to date with current purchasing news but also obtaining real benefit from the tips on what others are doing in this profession.

Again, my congratulations to you on the job you are doing.

H. L. Hammer

Purchasing Agent

Toledo Plate & Window Glass Co.

P.W. Found Greatest Help

Syracuse, N. Y.

Will you send us five copies each of "There Are Many Methods of Meeting Your Duplicating Problems" (March 30 '59, p. 12) and "Select Your Copying Machine After Studying These Detailed Descriptions" (Sept. 29 '58, p. 19).

May I take this opportunity to tell you that in my 30 years of purchasing, of all the publications we have received, PURCHASING WEEK has been found to be of the greatest help to us.

E. E. Thompson

Purchasing Agent
Syracuse University

Truck Leasing Stirs Interest

New York, N. Y.

We are interested in receiving any literature or articles that you may have on truck leasing pros and cons.

Joseph G. Chetneki

Traffic Manager

Emile Regniers Co. (U.S.A.) Inc.

Cincinnati, Ohio

I would appreciate receiving several copies of "What You Should Know About Truck Leasing" by Robert Moffett (April 6 '59, p. 13).

C. W. Senkbeil

Cincinnati Plant Purchasing Agent
Trailmobile, Inc.

• Tear Sheet copies also are available of:

"Trend to Leasing Grows Stronger; More P.A.'s Join," May 4 '59, p. 1; "More Firms Leasing Cars, Truck Fleets," Dec. 1 '58, p. 9, "Leasing Can Speed Modernization," Oct. 6 '58, p. 32; and "Leasing Trucks Frees Your Working Capital," Jan. 20 '58, p. 16.

To Our Readers

This is your column. Write on any subject you think will interest purchasing executives. While your letters should be signed, if you prefer we'll publish them anonymously.

Send your letters to: "Your Follow-Up File," PURCHASING WEEK, 330 West 42nd St., New York 36, N. Y.

Purchasing Week Staff

Publisher: Charles S. Mill

Editor: Raymond W. Barnett

Senior Editors: Willis A. Bussard, Joseph A. Cohn, Robert S. Reichard,
John M. Roach

Departments

McGraw-Hill News Bureaus

Copy: Nancy Parkes, James P. Morgan

Layout: Leugel Foss, Patrick J. Reese

Management: Willis A. Bussard, John D. Baxter,
William J. Delaney, Jr., Domenica Mortati

News: John M. Roach, William G. Borcherdt, Anthony W. Petrovich
Price Trends: Robert S. Reichard, Fred J. Steinberg

Products: Joseph A. Cohn, David Bressen

McGraw-Hill Economics Staff
Dexter M. Keezer, DIRECTOR;
Theodore C. Boyden; William H. Chartener; Douglas Greenwald;
Robert P. Ulin

Washington Bureau

George B. Bryant, Jr., CHIEF;
Glen Bayless; Donald O. Loomis;
Roy L. Calvin; Arthur L. Moore;
Anthony DeLeonardis; John C. L. Donaldson

Consulting Editors: George S. Brady, F. Albert Hayes

Circulation Manager: Henry J. Carey

Marketing Services Manager: E. J. Macaulay

Business Manager: L. W. Nelson

John Wilhelm, MANAGER

Atlanta: Billy E. Barnes
Chicago: Stewart W. Ramsey
Cleveland: William G. Meldrum
Dallas: Kemp Anderson, Jr.
Detroit: Donald MacDonald
Los Angeles: John Kearney
San Francisco: Margaret Ralston
Seattle: Ray Bloomberg
Beirut: Onnic M. Marashian
Bonn: Morrie Helitzer
Caracas: John Pearson
London: William J. Coughlin
Mexico City: Peter Weaver
Moscow: Robert Gibson
Paris: Robert E. Farrell
Tokyo: Sol Sanders

PURCHASING WEEK Asks You . . .

**What's your policy on steering
salesmen to other departments?**



W. L. Vaughan
Solar Aircraft Co., San Diego

"Each of our buyers has an individual office which allows for private audience for discussion and negotiation. We also have three separate conference rooms located within the purchasing division where salesmen can be interviewed by individual members of other departments, such as production engineering, etc. This procedure places control of this often difficult problem in its proper area within the confines of the purchasing activity and still allows the latitude necessary to achieve cooperation of all."

A. B. Southworth
Parker Pen Co., Janesville, Wis.

"We have a very open mind on this because we firmly believe that good public relations are as valuable an asset among our suppliers as among our customers. Therefore, if a salesman really has something of value to offer, that is of interest to other departments, we arrange for him to see, whenever possible, the head of that department. The decision is made and the appointment is arranged by the buyer who interviews the salesman."



R. B. Fuller
Stanley Aviation Corp., Denver

"We have all salesmen see our purchasing department buyers first. After a review of problem, potential usage, or application offered by the salesman, our buyers contact the various department heads involved. If there is a common interest, the buyer conducts the salesman to the department involved and participates in the discussion. All inquiries at the reception desk directed to other departments are screened by purchasing and contacts to vendors by other departments are made through purchasing."

S. A. Coven
National Pneumatic Co., Inc., Boston

"Ordinarily, except for non-production items, we don't steer salesmen to other departments. However, a salesman with a new product or suggestion for a change in material will be referred to a representative of our engineering department. We also bring in our engineering or quality control people when questions arise as to quality. For non-productive items, we find it often saves time to have the salesman talk with the person requisitioning the supplies. In all cases salesmen first clear through purchasing."



R. J. Niehaus
Hercules Motors Corp., Canton, Ohio

"We believe salesmen should have access to those departments that can best benefit by their product and/or knowledge. However, we insist that all sales people first make contact with the buyer who would purchase the product or service. Back-door selling is not tolerated. If the product requires the approval of the production or engineering departments or the buyer believes the salesman has knowledge that would be helpful to other departments, the buyer makes the appointment for the salesman."

J. E. Wood
A. D. Goodwin & Son, Inc., Manteca, Calif.

"It has been my policy to try and screen sales people closely. When I feel one has something of merit and adaptable to our manufacturing, I introduce him to our design engineer or shop supervisor for further discussion. This has often brought forth considerable improvements in design as well as cost economies. Salesmen definitely have their place in the purchasing agent's daily routine."



E. J. Heup
Bucyrus-Erie Co., South Milwaukee, Wis.

"Our policy is clearly spelled out in the job description of the purchasing agent or buyer which states he is responsible for internal contacts with other departments regarding furnishing of information, advising, and conferring on the selection of material and items to be purchased. He must be the eyes and ears for his company in the development and utilization of new products, methods, and ideas. This means our purchasing agents must steer salesmen to other departments."

This Changing Purchasing Profession . . .

N. C. Stiles, J. C. Fisher
Advanced by Chemstrand Corp.



N. C. STILES



J. C. FISHER

Decatur, Ala.—Norman C. Stiles has been named director, Foreign Services, for Chemstrand Corp. John C. Fisher succeeds him as director of purchases.

As part of his new assignment, Stiles will coordinate the company's relations with overseas affiliates. He has been with the firm close to eight years and has been serving as chairman of the Heavy Chemical Section, Chemical Buyers Group of the N.A.P.A.

Fisher joined Chemstrand in September 1951 as a buyer in the purchasing department and had been staff purchasing agent before his promotion. Both he and Stiles are members of the Purchasing Agents Association of Alabama.

Francis M. Sprinkel, purchasing agent and director of operation, **Southern Steel & Stove Co.**, Richmond, Va., has been made administrative vice president in charge of operations.

Maurice R. Manner has been appointed purchasing agent for **Matson Mfg. Co., Inc.**, Long Island City, N. Y.

John A. Burnett has been promoted to purchasing agent of the **Bessemer & Lake Erie Railroad**, the **Union Railroad**, the

Johnstown & Stony Creek Railroad Co. and the **Connellsville & Monongahela Railway Co.**, Pittsburgh. He succeeds **Joseph W. Rodgers**.

John M. O'Grady has been named purchasing agent of the **Textile Leather Division of General Tire & Rubber Co.**, Toledo.

G. A. Jackson has been advanced to director of purchases, **Champion Paper & Fibre Co.**, Hamilton, Ohio. He succeeds **Lewis K. Johnstone**, who was named director of the firm's new pulp marketing department earlier this year. Jackson joined the company in 1949 and in 1956 was made manager of the Texas Division's purchase, stores, and traffic department.



G. A. JACKSON

Obituary

Edward R. Leavens, 79, retired purchasing agent of **Sibley, Lindsay & Curr**, Rochester, N. Y., died May 5.

Change Your Job?

Purchasing Week would like to have notification of all changes in purchasing personnel including appointments, promotions, and retirements. Obituaries, even of retired personnel, are sought. Please send material to Editor, "This Changing Purchasing Profession," Purchasing Week, 330 W. 42nd St., New York 36, N. Y.



**THIS
PROTECTIVE
COATINGS
MANUAL
belongs
in your
file**

**STOP
RUST!**
with
RUST-OLEUM

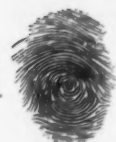
New 36-page catalog in full color shows you how to Stop Rust — and provide lasting beauty in your choice of colorful Rust-Oleum finish coatings on tanks, girders, metal sash, pipes, boilers, stacks, metal fences, fire escapes, and many other applications. Includes over one-hundred actual color chips — plus important application photos, surface preparation data, and technical information. Request your FREE copy of Rust-Oleum Catalog No. 257 — today!

Rust-Oleum Corporation • 2587 Oakton Street • Evanston, Illinois

RUST-OLEUM.

**STOPS
RUST!**

Distinctive
as your own
fingerprint.



A matter of
excellence.

Your nearby Rust-Oleum
Industrial Distributor
maintains complete stocks
for your convenience.



"Hey, Mr. Walter, our inventory is building up over here!"

When you receive a comment like this from an hourly-roll employee handling cartons, you know your educational program is paying off.

This was the recent experience of Jack Walter, material manager at the television receiver department of General Electric in Syracuse. Seven years ago, as part of his material manager's job, he started an educational program to acquaint all employees with the importance of controlling material inventory.

And to supplement the educational program, improved methods were adopted to keep inventory at a minimum. This plant now has one of the highest inventory turnovers in the TV industry. It was obtained through techniques pictured here, some of which you may find useful in your own plant.



EFFICIENT materials handling begins at the receiving dock, unloading directly from freight car. Good scheduling of 36 cars/day has eliminated demurrage.



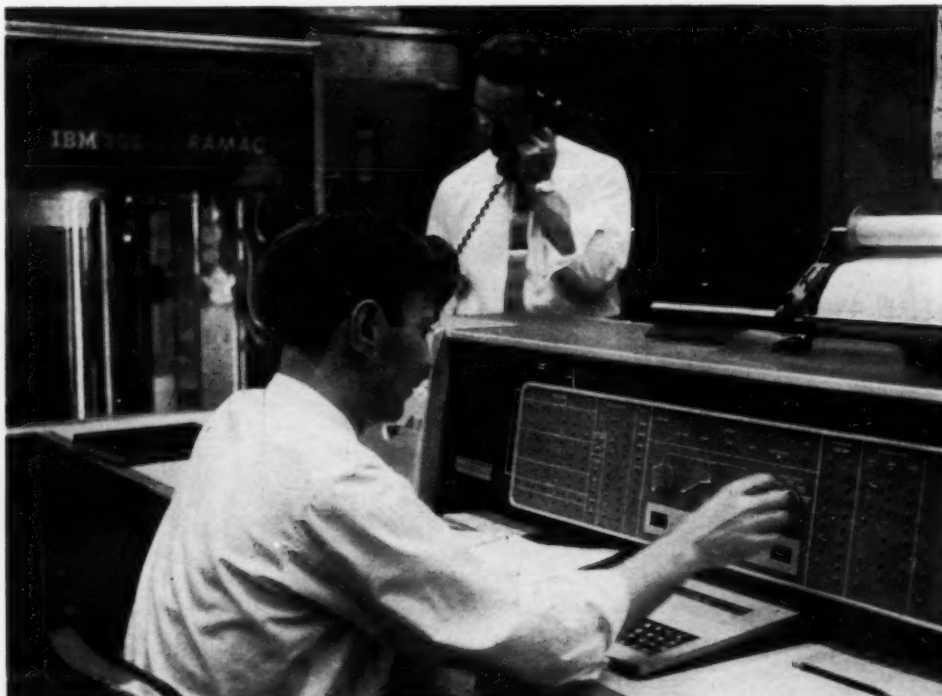
PARTS FOR EACH DAY'S production are loaded from stores side of conveyor on the second shift. First shift next day is issued just enough for day's work.



TWO-WAY RADIO on material truck controls movement throughout plant. Trucks previously were busy only 30% of the time, returning each time for assignment.



SCOREBOARDS throughout plant record progress in meeting scrap bogeys. Others remind plant personnel of material cost. Both are part of educational program.



COMPUTER can identify all material in plant within one hour for engineering changes. In volatile TV industry, this kind of control reduces losses.



RECEIVING inspection processes all small parts immediately. Lower conveyor takes them to stores. Nothing stays on dock more than one day before stocking.



ALL ENTRIES at receiving are machine made, decreasing errors. Flexowriter sends information directly to accounting and material control for record.



OVERHEAD CONVEYOR line for picture tubes is loaded directly from rail car. There is no intermediate storage; inventory is stored on the conveyor line.



SAME CONTAINERS in which empty television cabinets were received are used to package completed receiver at end of production line. This reduces costs.



"PERSONAL INSPECTION of material throughout the plant, twice a day, confirms the other controls we have. It was on such a trip I received the above comment," says Jack Walter.

By careful management of materials, the program directed by Jack Walter has reduced inventory to one-quarter what it was seven years ago.

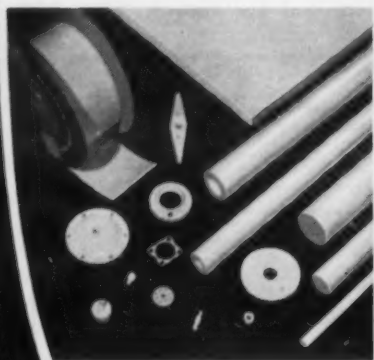
Heart of the plan is the integration of the scheduling, planning, procurement, and material handling throughout this television receiver plant. The single yardstick used to measure integrated material activities is total cost.

Direct benefits of the inventory control program include lower freight costs (no demurrage for 2 years); reduced premium freight costs (through consolidation of small shipments); greater efficiency of personnel (material control section requires only 1/4 of personnel); release of dollars from stored assets into product development or improvement.

highest quality

another reason
to specify
POLYPENCO®
TEFLON*

and other TFE fluorocarbon
stock shapes



Polymer's rigid quality controls assure you consistent top quality TFE fluorocarbon stock shapes to:

- eliminate in-process waste.
- assure utmost reliability of finished product.

All stock is inspected and tested from raw material to the finished product. The result: Constant electrical and physical properties, uniform density and maximum dimensional stability.

POLYPENCO engineering assistance is available to help your technical staff make the most of Teflon's valuable electrical, mechanical and other desirable properties. For information on this "plus" service and for technical bulletins or purchase specifications, write to The Polymer Corporation of Penna., Dept. T, Reading, Pa.

Prompt Delivery of shapes and sizes to meet your needs from distributors and sales representatives in all major cities.

TEFLON STOCK SIZES AVAILABLE

ROD

Diameter: 1/4" to 7/4"
in various lengths

TUBING (rigid)

O.D. 1/2" to 12"
I.D. 1/4" to 6 3/4"
depending on O.D.

SHEET

Thickness: 1/16" to 2"
Sizes: 12" x 12", 24" x 24",
and 48" x 48"

TAPE

Thickness: .001" to .125"
Widths: 1/4" to 18"
Ten fade-proof colors

SPAGHETTI TUBING

AWG sizes 30 to 0
Thin and regular wall thicknesses
Ten fade-proof colors for coding

THIN WALL TUBING

I.D. 1/4" to 1"
Wall thickness: .030" to .050"

ROUND AND SQUARE BEADING

Round: Diam. .030" to .150"
Square: .020" to .156"
across the sides

Custom fabrication available if desired

Visit Polymer Booth No. 315
Design Engineering Show
Philadelphia, May 25 to 28



THE POLYMER CORPORATION OF PENNA.

Reading, Pa.
Export: Polypenco, Inc., Reading, Pa., U.S.A.
*DuPont trademark for fluorocarbon resins



"I'M A DISTRIBUTOR, an industrial distributor," says Mr. D, facing camera. "My job is serving local industry." This scene opens the film.



TWO "STARS" OF FILM—one, the P.A. who buys from distributors whenever possible; the other, one who buys direct from manufacturers.

P.W. Previews New Film On Distributors' Services; Highlights Benefits to P.A.'s

Standard Pressed Steel Co. Produced the Film

Starring Two P.A.'s; Movie Available on Loan

TITLE: A Talk with Mr. D
RUNNING TIME: 19 minutes
FILM DATA: 16 mm., color & sound
SPONSOR: Standard Pressed Steel Co.

This is a polished, well-acted film believably extolling the vital role of industrial distributors. Depicted as a Mike Wallace-type interview with Mr. D—industrial distributor—the film also "stars" two purchasing agents. One P.A. buys through distributors, the

other buys direct from manufacturers.

The film shows various services distributors regularly extend to P.A.'s—large stocks, P.A. inventory reminders, quick deliveries, minimized paperwork, effective manufacturer liaison,



MR. D PRESENTS his case well in film, "A Talk With Mr. D." Put to test in Mike Wallace-style interview, Mr. D answers all the questions.



"SHUTDOWN—PARTS NEEDED!" Stores man of P.A. who buys from distributor remains cool. The parts are in stock due to Mr. D's reminder.



LARGE AND VARIED STOCKS of distributors are only part of service to P.A.'s. Says Mr. D in the film, "Our job only begins with inventory."

and so on. All scenes are of either the Mr. D interview, or flashes to across-the-desk daily drama between P.A.'s, distributor salesmen, and production and engineering people at the P.A.'s plant. Situations are familiar, believable to P.A.'s.

The P.A. who buys direct from manufacturers is shown as a harried individual faced with lengthy, unfriendly negotiations with distant suppliers, late deliveries, and stock-outs. Almost pointedly, the film makes it clear this P.A. buys direct only because of company policy. In contrast to the "direct" buyer, the P.A. who buys through distributors is shown as a pipe-smok-

ing, situation-well-in-hand man. P.A.'s who view the film may well and long discuss the "gray" shades hidden in the film's black and white portrayal of distributor vs. manufacturer purchases. In that way the film can be provocative of worthwhile "buzz" sessions at P.A. meetings.

At any rate it is certainly worth viewing by P.A. groups.

This film is available on loan for showing to P.A. groups. There is no charge for loan. To obtain film, contact Standard Pressed Steel Co., Audio Visual Department, Jenkintown, Pa.

Foreign Perspective

MAY 18-24

London—First reaction to the United Nations pow-wow on lead and zinc resulted in diverging price trends.

Lead movements actually continued downwards, reflecting the belief that output cutbacks suggested at the U.N. meeting were too small.

Zinc however, went ahead on its own continuing a rise which just recently took the metal to its highest point since last November.

Other metals here recently have been sensitive—with stateside labor trouble talk unsettling copper, and tin prices fluctuating at pretty high levels.

Aluminum, meanwhile, is attracting attention with speculation about likely price changes this year. Chairman Ivan Stedeford of British Aluminium pointed to impressive opportunities for expansion in the metal, with growing market uses in the U.S. and Britain.

Present difficulties in the industry, however, plus the possibility of a hike in stateside prices later this year are prompting Britishers to think that prices eventually may be raised in London.

But don't forget how competitive the industry is nowadays. That's a factor operating against price hikes.

Winnipeg—Japanese textile imports are beginning to hurt Canada's growing garment industry.

Winnipeg's garment center, the largest in Canada, has warned that unless Japanese imports are drastically reduced, most of the local plants will have to cease production.

The manufacturers' complaint clashes head on with western Canada's farming interests, since Japan has been one of the largest cash-paying customers for Canada's hard wheat. Canadian grain sales to Japan have been so large that despite increased Canadian imports, Japan continues to show a large trading deficit with Canada.

This, however, is of little consolation to the garment industry. A spokesman for the Canadian Apparel & Textile Manufacturers' Association said most Japanese can undercut Canadian prices at any level by 25 to 50%—and in many cases even more.

As soon as a new style appears in Canada, it is immediately air-mailed to Japanese firms and within days is available to the Canadian retailers.

Many Japanese manufacturers em-

ploy Canadian stylists to keep up with the trends—and several eastern Canadian firms are opening their own plants in Japan to take advantage of cheap labor costs there.

Paris—French industry is studying proposals to help underdeveloped nations build up oil refinery capacity.

Pakistan is the latest country under study. A group of technicians from the French Oil-Engineering group "Cie Francaise Technip" has been in Karachi for a month. They're about to prepare a report advising on capacity and necessary installations for a new Pakistani refinery.

Cie Francaise Technip was set up last year to do engineering studies on complete refining and petrochemical plants. The company is jointly owned by three French-Government-controlled oil agencies.

Spain is another country that has recently received help from this combine. A 5,000-ton a year installation for producing cetanes already has been set up there.

Bonn—Three-way trade patterns are developing between West Europe and the Soviet Union.

The latest involves some 15,000 metric tons of coarse steel sheet material which the Soviets have purchased from Austria.

The sheet is being shipped to a West German firm in Duesseldorf where it will be welded into pipe sections before delivery to the U.S.S.R.

The total length of pipe possible from the 15,000 metric tons of steel material is 80 kilometers (50 miles). **It may be used for the recently announced big expansion in Russian pipelines (see P.W., Mar. 9, '59, p. 8).**

Economic Conference Working to Establish A Long-Sought After Latin Common Market

Panama City—Central and South American trade leaders opened an economic conference here last week which advance reports indicated was geared for creation of a long-sought Latin Common Market.

Foundation for common market cooperation by Latin countries already had been laid in Central America where five nations last January launched their first experiment in regional trade unity. This was embodied in a Multilateral Treaty for Free Trade and Economic Integration which became effective this year when three of the five countries (Guatemala, Nicaragua, and El Salvador) ratified it. Approval by Costa Rica and Honduras is anticipated soon.

Europe's successful inauguration of its long range common market treaty this year also was considered a prime force behind efforts to get similar economic arrangements in operation on this side of the Atlantic.

Representatives of the United States, France, Britain, and Holland joined economists, diplomats, and trade officials from all 20 Latin American republics when the United Nations Economic Commission for Latin America (E.C.L.A.) convened here at mid-week.

Several other South American nations

—Argentina, Brazil, Chile, and Uruguay—recently moved to set up a similar free trade arrangement similar to the Central American group. The goal of these treaties is gradual elimination of tariffs and consequent development of new, modern industry.

A working group of the U.N. commission has already proposed elimination of tariffs and other trade hindrances and integration of facilities. Proposals of this sub-committee were to be considered as the basis for a draft agreement setting up the long-range goals and operations of the proposed common market.

West German Export Guide Of Products Just Off Press

Bonn—A new purchasing guide to West German exports has just come off the press. It is the 1959-60 West German export directory—"B.D.I.-Germany Supplies"—published by the Federation of German Industries.

The 2,500 page directory, printed in German, English, French, and Spanish, contains an alphabetical index of more than 75,000 industrial products, trade marks, and manufacturers' addresses. Priced at \$10, it is available from Bundesverband der Deutschen Industrie, 2/12 Habsburgerring, Cologne.

Plastic Strengths Improved By Adding Aluminum Powder

Paris—A French aluminum producer reports that strength and wear properties of many plastics can be substantially improved by the addition of aluminum powder.

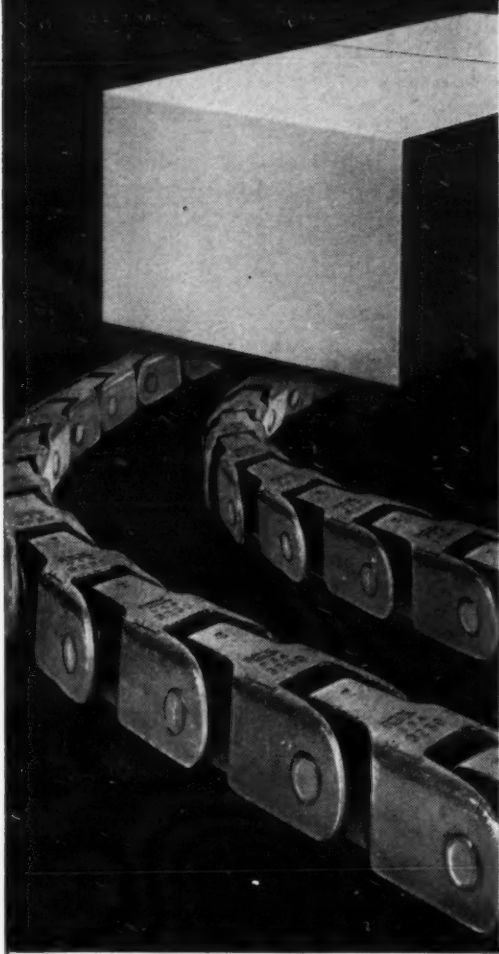
In some aluminum-plastic combinations, impact strength is 60% better and flexible strength improved as much as seven times, according to L'Aluminium Francais. The French report also contended that dimensional stability of the product is improved and the combinations do not accumulate static electricity.

The company said it uses a mixture of 60% 15-45 screen, 20% 45-140 screen, and 20% 140-and-up screen. Proportion of aluminum powder mixed with the plastic ranges from 40 to 70%.

L'Aluminium said it has worked with a variety of plastics, and in general the powder can be mixed with any plastic that will adhere to aluminum and is chemically compatible. It recently began marketing an aluminum-nylon combination.

Another PLUS value...

CUTS CORNERS ON COSTS



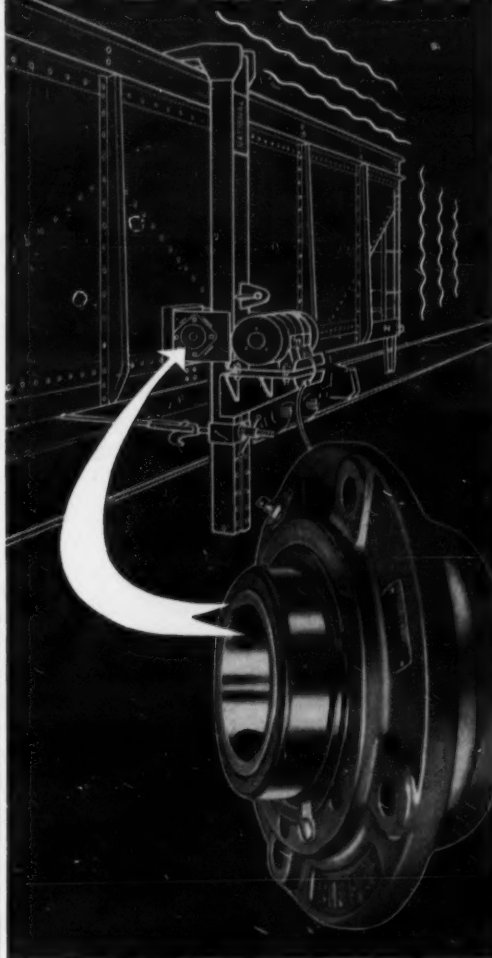
Two-way flex design of Rex Case Conveyor Chain allows cost-cutting freedom in conveyor layouts. You simply curve it around, above or below obstructions. It stays on the job longer since it's cast of durable Rex Z-Metal—25% stronger than the best grade of malleable iron, and far more resistant to wear and corrosion. Call your Rex Distributor or write CHAIN Belt Company, 4702 W. Greenfield Ave., Milwaukee 1, Wis.

REX®

CASE CONVEYOR CHAIN

Another PLUS value...

BUILT TO TAKE VIBRATION



Even under car-shaker vibration that loosens tons of coal, Shafer Bearings keep their steel grip on longer life.

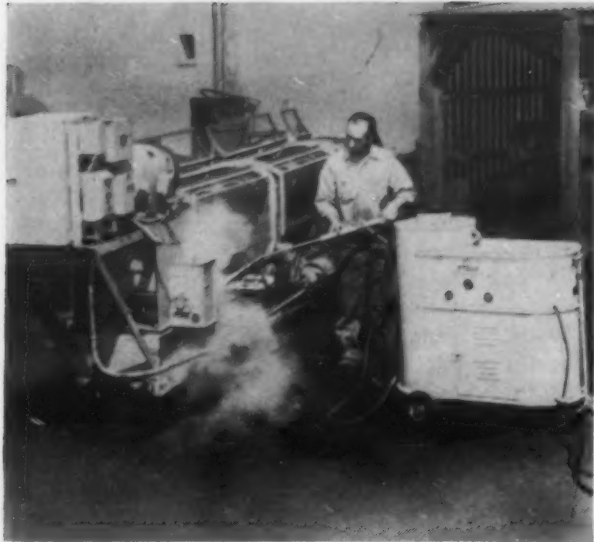
This reserve stamina stems from exclusive bearing design and precision construction. Concave rollers matched to convex raceways are of highly elastic, case-hardened alloy steel. With every shock, rollers compress, increasing bearing surfaces.

Even under misalignment, Shafer Bearings roll safely with the punch. See your nearby distributor or write Chain Belt Co., 4702 W. Greenfield Ave., Milwaukee 1, Wis.

SHAFFER®

SELF-ALIGNING ROLLER BEARINGS

Here's your weekly guide to . . .



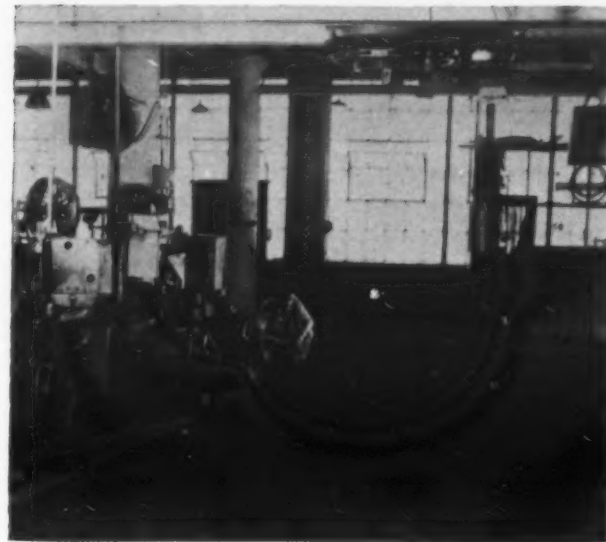
Steam Cleaner

Completely Portable

Speedysteam 100, portable, oil-fired steam-jet cleaner delivers 100 gph. at 150 psi. Mounted on four rubber wheels, the cleaner is completely enclosed with a built in soap tank and controls. It can be operated on kerosene or fuel oil. Steam is produced 90 sec. after unit is turned on.

Price: \$485. Delivery: 30 days.

Pantex Mfg. Corp., Pawtucket, R. I. (P.W., 5/18/59)



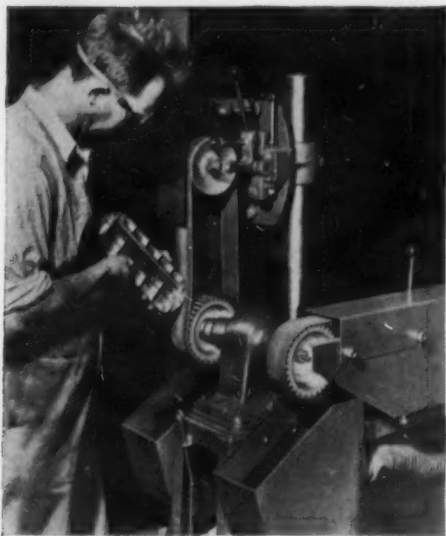
Floor Patch

Acid Resistant

P-D-Q Floor is a quick drying acid resistant patching compound which may be used both indoors and outside. It bonds securely to concrete, brick, stone, wood, steel, or glass block and is ready for light traffic in 4 to 6 hr. One pound will cover approx. 1 sq. ft. with a 1/8-in. coating.

Price: \$35. (60 lb.). Delivery: immediate.

Maintenance Engineering Co., 16 W. Johnson St., Phila., Pa. (P.W., 5/18/59)



Belt Grinder

Can Grind, Buff, Deburr

Line of belt grinders designed for fast, grinding, buffing, and deburring in metalworking and maintenance shops, tool rooms, and other industrial areas. It is available in four standard setups. A variety of attachments can be used to build special job setups. Belt speed is 5,400 fpm. with a 6-in. contact roll using standard 1,725-rpm. motor. It is designed for 2 1/2-in. belts.

Price: \$129.50 to \$220.75 (less motor). Delivery: 1 month.

Rockwell Mfg. Co., Walker-Turner Div., Dept. 1007, 400 N. Lexington Ave., Pittsburgh, Pa. (P.W., 5/18/59)



Fastener Installation Tool

Has Long Work Stroke

Model 200 pneumatic fastener installation tool has a working stroke of 1 1/4 in. When operating at 90 psi. it can install blind rivets and fasteners requiring up to 3,000 lb. force. It has a "double-action" feature for driving home the locking portion of lock-spindle blind rivets. It converts compressed air into hydraulic power with an internal power intensifier. The tool weighs 10 lb., including standard nose assembly.

Price: \$360. Delivery: immediate.

Huck Mfg. Co., 2480 Bellevue Ave., Detroit, Mich. (P.W., 5/18/59)



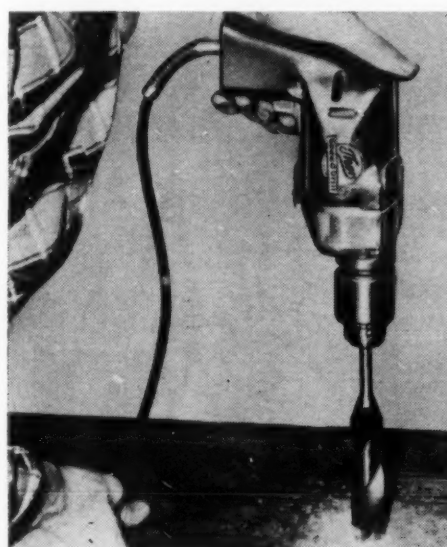
Dolly Truck

Adjusts Five Ways

Light-weight 500 and 250 lb. capacity dolly truck can be used as a 2-wheel truck, a 4-wheel dolly, a hand cart (with or without tray and/or shelf), a bin dolly or low platform cart, and an appliance dolly. The entire weight of the load is supported by the dolly. It rolls on ball-bearing wheels and will fold into unit small enough to fit in an automobile or closet. Dolly is finished in a light grey baked enamel.

Price: \$29.95 to \$49.95. Delivery: immediate.

Bellows Sales Co., 1607 Wichita St., Dallas, Texas (P.W., 5/18/59)



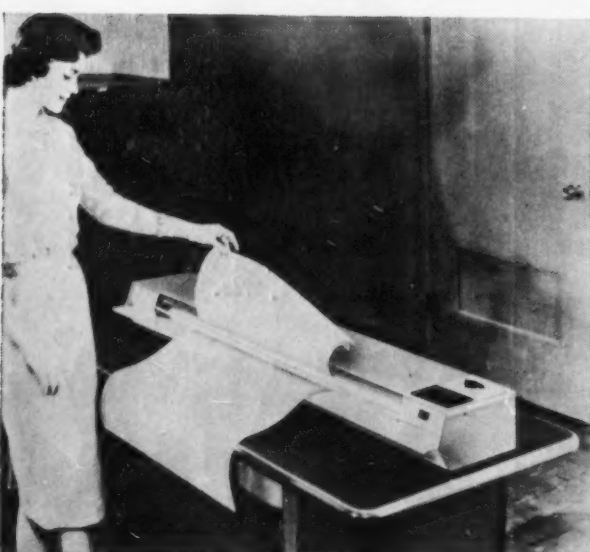
Electric Drill

Models for Varied Applications

Speed Drills are available in two series; #1200 for heavy-duty, continuous operation, and #1300 for intermittent service. 1/4, 5/16, and 3/8 in. capacities are available in both series. Weight of all models is 4 1/2 lb. and over-all length varies from 9 to 9 3/8 in. Universal series-wound motors provide the power, and the drills have 10 ft. of 3-conductor cord.

Price: 1200 series, \$46 to \$48. 1300 series, \$39.50 to \$41.50. Delivery: immediate.

Speedway Div., Thor Power Tool Co., 1421 Barnsdale Rd., LaGrange Park, Ill. (P.W., 5/18/59)



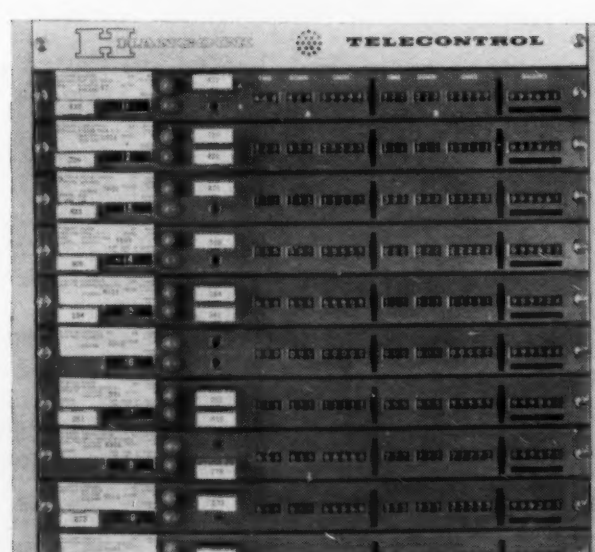
Reproduction Machine

Makes Positive Prints

Copyflex 42 diazotype copying machine makes positive prints in seconds for as little as 1¢. Designed especially for making prints from engineering drawings. Tracings up to 42 in. wide by any length can be handled. Machine exposes paper which is developed by a spray developer.

Price: \$245. Delivery: immediate.

Charles Bruning Co., Mt. Prospect, Ill. (P.W., 5/18/59)



Production Control

For Two Shifts

New Multi-shift design of Telecontrol production control system permits a plant to switch from one shift to another automatically. Single shift model of centralized control required an interval of 20 min. for resetting. Counters record production rate of every machine as well as amount of downtime.

Price: About \$450 per station. Delivery: 6 wk.

Telecontrol Div., Hancock Industries, Jackson, Mich. (P.W., 5/18/59)

New Products

Another PURCHASING WEEK service: Price and delivery data with each product description.



Laminator

Protects Papers

Encases paper, card, board, or cover stock in clear, tough plastic film in 3 sec. Gives lifetime protection for papers, drawings, photographs, layouts, etc. It will handle material 17 in. wide by any length up to the 2,000 ft. capacity of the machine.

Price: \$395. Delivery: 2 mo.

General Binding Corp., 1101 Skokie Highway, Northbrook, Ill. (P.W., 5/18/59)



Tapping Attachment

High Speed Operation

Tapmatic 300A attachment gives continuous operation at speeds up to 2,500 rpm. Friction clutches, planetary gears, lead screws all have been eliminated. Driving torque is adjusted prior to tapping operation and cannot be changed by the operator during tapping. Tap stops instantly when it becomes dull, loaded, or bottoms in blind-hole tapping. It weighs 15 oz., has a dia. of 1 3/8 in. and is 3 3/4 in. long. Rated in steel from #00 to #10-24.

Price: \$100. Delivery: immediate.

Tapmatic Corp., 845 W. 16th St., Costa Mesa, Cal. (P.W., 5/18/59)



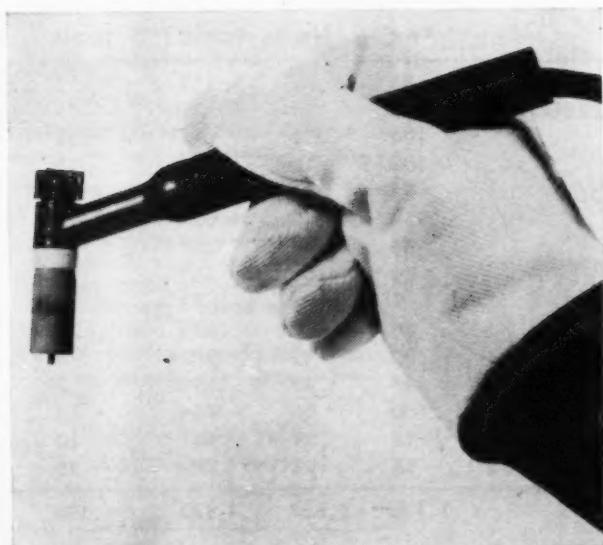
Adding Machine

Control Keys Within Reach

Control keys on adding machine are within fingertip range of the keyboard, simplifying the speed-touch system. Lightweight aluminum case provides streamlined styling and quiet operation. Natural angle keyboard reduces finger fatigue. Capacity is \$10-million less 1¢. Total and sub-total keys are electrified. Optional "Add-N-Mark" prints gummed or pressure sensitive labels for price-marking merchandise.

Price: \$158 to \$261. Delivery: 15 to 30 days.

Victor Adding Machine Co., 3900 N. Rockwell St., Chicago, Ill. (P.W., 5/18/59)



Welding Torch

Lightweight Design

Small enough (6 7/8 in. long) to weld inside a 3 in. tube, and lightweight (3.6 oz.). Designed for manual inert-gas tungsten arc welding, torch can carry 200 amp. on continuous duty cycles. Service lines are small and flexible.

Price: \$82.50. Delivery: immediate (after July 1).

Linde Co., Div. of Union Carbide Corp., 30 E. 42nd St., N. Y., N. Y. (P.W., 5/18/59)

This Week's

Product Perspective

MAY 18-24

The use of more metals in today's products, the steady stream of new metal for new jobs, and higher labor costs all are pushing the search for better ways to join metals.

One area, points out expert John J. Chyle of A. O. Smith Corp., promising much is welding.

Welding techniques break down into three main groups: pressure, fusion, and brazing. Pressure welding depends mostly on force for joining metals. Joining takes place either with or without heat. Fusion welding melts the metals to form a joint. Brazing uses a filler metal that melts at a temperature below the melting point of the metals to be joined. When the filler cools it forms a joint.

In each technique there's considerable ferment:

1. Pressure welding—Ultrasonic energy can joint both similar and dissimilar metals. Spot and seam welding are possible. But the process is limited so far to joining thin sheet materials. Foil presents no problem, but the heavier the sheet the more trouble. Development work going on now is likely to produce the equipment needed to handle heavier gages of metals in the future.

High-frequency electrical energy heats similar metals while they are under pressure. Some combinations of dissimilar metals can also be joined. Higher-power densities will mean faster welding speeds.

Foil seam welding depends on metal's resistance to the flow of current to fuse the metal in the joint area. It can make butt joints in flat strips, sheets, and foil. Foil can be pressure welded into the fused area. Low finishing costs and dimensional uniformity point to a wide future application for this technique.

Magnetic force welding combines the application of pressure to the joint with the magnetic force generated by the welding current. It can weld high-conductivity metals to each other and to carbon steels. Previously unweldable materials can be joined by this technique.

Diffusion bonding uses heat and pressure. No liquid phase forms; bonding occurs by movement of atoms across the joint's interface. Only certain metal combination—gold and copper, nickel and copper, aluminum and gold—have been tested. Applications are possible where conventional processes are not suitable for special alloys.

Friction welding depends on the frictional heat developed by rapidly moving parts under pressure. At its present development stage only cylindrical parts can be joined. It is fast and has a low power requirement. Potential lies in its use for production welding of simple sections because of lower initial capital investment costs.

Thermo-pressure welding keeps the parts under continuous pressure. Heat is applied until the metal flows. It is used to join semi-conductors to germanium and silicon. This technique is a good bet for making contacts to small areas without fluxes and the danger from heat transfer.

• • •

2. Fusion welding—A Russian development, **electro-slag welding**, is being studied here. Fusion of the electrode wire and the parent metal takes place in a molten slag bath covering the metal from which the weld is formed. It looks promising for making butt joints in large weldments and for welding build-ups on large surfaces.

Electron beam welding has the distinct advantage of high purity. It uses a beam of electrons that strike the workpiece in a vacuum to form a joint. The beam penetrates deeply, makes a joint in many metals. High purity obtainable makes this process a good bet for use with the newer reactive metals. Special fixtures will be needed for large pieces.

Arc plasma technique generates anywhere from 5,000 to 30,000 F. To make such high temperatures an inert gas is pumped through a high-intensity arc discharge where the gas is ionized. No welding techniques have been developed yet; the arc plasma has been used mostly as a heat source. But there's a big potential in fusion welding because of the high temperatures involved.

• • •

3. Brazing—Development work is being done on broadening the applications for joining light gage metals, particularly those that are difficult to weld by other processes. Also more attention is being paid to design of the product with joining by brazing in mind.

Your Guide to New Products

(Continued from page 17)

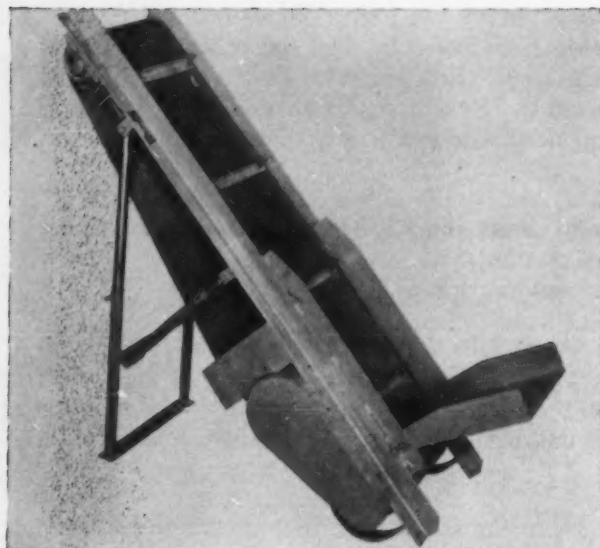


Pre-Padded Letter

For Writing "On the Run"

"Keep-A-Copy Letter Pak" is an 8 by 9 3/4-in. portfolio containing 25 carbon-interleaved multicopy forms. Forms are of two-copy and three-copy type. It is designed for the traveling executive who must write while away from the office. Portfolio also has storage space. Price: 98¢. Delivery: immediate.

Wilson Jones Co., 209 S. Jefferson St., Chicago, Ill. (P.W., 5/18/59)



Portable Conveyor

For Machine-Side Use

"Economy" conveyor is designed to transport castings, stampings, blanks, screw machine parts, and scrap to another machine or tote box. Easily moved, it can be set for any incline from 22 to 45 deg. Models available with 6 in. to 24 in. belts, 4 to 12 ft. long.

Price: From \$238.50. Delivery: 2 wk.

Bosworth Mfg. Co., 34250 Mills Rd., Avon, Ohio. (P.W., 5/18/59)



Wheel Brake

Stops Hand Truck

Shoe-type brake is controlled by the pallet truck's steering handle and uses a lined brake shoe which acts against the steering wheels. It can be applied gradually or instantly. Brake is available as optional equipment. When desired, it may be completely deactivated.

Price: \$35. Delivery: immediate.

Stokvis Multiton Corp., 18 Secatog Ave., Port Washington, N. Y. (P.W., 5/18/59)

Electrical Properties of Materials

Conductor—Any material that will pass an appreciable electric current for the application under consideration when a voltage is applied across two points on, or in, the material. Metals, electrolytes, etc., are conductors in all applications. Wood and pure water, for some applications can be considered conductors, for others not.

Insulator—A material that conducts such a small amount of current that it can be neglected.

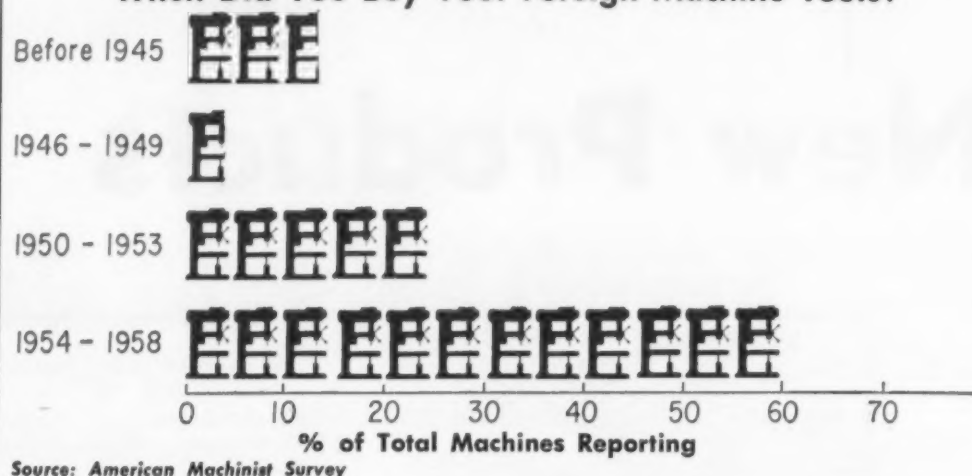
Dielectric—A medium that has this property: The energy needed to establish an electric field can be recovered either completely or in part. A perfect dielec-

tric does not conduct current. The only known perfect dielectric is a vacuum.

Dielectric tests—A voltage higher than the rated voltage is applied to the part under test to determine whether the part can adequately resist breakdown of insulating materials under normal operating conditions.

Electric strength—In terms of a dielectric material, this is the maximum voltage that the material can withstand without rupture. The value obtained for the electric strength depends on the thickness of the material and on the method and conditions of test. (P.W., 5/18/59)

When Did You Buy Your Foreign Machine Tools?



Concern Over Foreign Tools Grows, Survey Says Use Up and Quality Good

"The United States is pricing itself out of the world machine tool market" Ralph J. Kraut, president of the National Machine Tool Builders Association told members of the machine tool industry at a recent meeting.

Our firm is "not in the market for foreign machine tools of any kind," a representative of one of the big three auto companies points out.

Another major manufacturer has set up a firm policy regarding foreign machine tools. It won't buy from a foreign source unless it can't get the machine it wants in the U. S.

The machine tool industry is vitally concerned with foreign competition, and rightfully so. Exports, which used to account for more than 30% of U. S. tool business, today amount to less than 10%. In addition to this drop in exports, foreign tools are making a dent in the domestic market.

The purchasing agent has a vital interest in this situation, because the evidence indicates foreign manufacturers are offering a quality product at a price that is under their U. S. counterparts.

Although only 1.1% of U. S. industry tools are of foreign make, a recent "American Machinist" magazine survey shows that the trend towards imported tools has increased in recent years.

The survey was taken from 2,722 plants throughout the U. S. They represent 9.5% of the total number of employees in all U. S. metalworking. It showed that 60% of the foreign machine tools in use in this country were bought in the last five years, 85% since 1950.

One out of every four plants has some foreign-built machine tools. The average number of foreign machines in plants that have them is 3.1%. Average for all plants, including those that answered

"no," is 0.8. According to another survey, the average metalworking plant with over 20 workers has 90 machine tools.

Four countries supplied 90% of the foreign tools. Switzerland sold the most, 33%, followed by Germany with 29%, England with 18%, and Italy with 10%. There is a definite relationship between machine type and country of origin. Certain manufacturers have long had reputations for turning out a certain tool.

"Why were the foreign machine tools bought in preference to domestic models?" Twenty-nine per cent said that the two machines were similar and the import cheaper. The second most popular reason was that the machine gave performance characteristics that were not available in any machines in this country.

Faster delivery was a prime requisite, 19% said, while 15% said that the machines were better than similar U. S. counterparts. The remaining 13% said that although the imports were not up to the domestic quality the price was cheaper.

Most plants are satisfied with the imported tools, but the feeling is by no means universal. Six hundred twenty-eight people said that they were satisfied; 107 said imports had given them trouble. Spare parts were needed by 455 and 325 had no difficulty getting them. But 165 ran into trouble. Some 400 said service had been satisfactory; 127 thought it less than perfect.

Although the foreign tools represent a great variety of types, percentage-wise the imports seem to be more of the basic tool variety. Screw machines, lathes, and milling machines account for 44% of the imports, while these same three types of machines only account for 24% of total U. S. metalworking tools.

Spending Plans for 1959

Industry	Buy machine tools in 1959?		How many machine tools?	How many foreign machine tools?
	Yes	No		
FARM MACHINERY	31	41	112	1
CONSTRUCTION, MINING, MATERIALS HANDLING	76	98	325	18
METALWORKING MACHINERY	194	231	816	22
SPECIAL-INDUSTRY MACHINERY	103	76	265	19
GENERAL INDUSTRIAL EQUIPMENT	84	106	425	20
FABRICATED METAL PRODUCTS	254	440	1,057	27
OFFICE & SERVICE MACHINES	34	42	267	13
ELECTRICAL EQUIPMENT	89	88	356	12
HOUSEHOLD APPLIANCES	7	21	48	0
COMMUNICATIONS EQUIPMENT	36	36	157	7
MOTOR VEHICLES & PARTS	35	49	202	8
AIRCRAFT & PARTS	27	35	191	3
PRECISION MECHANISMS	50	66	264	10
ORDNANCE, SHIPBUILDING, RAILROADS	18	29	141	10
FORGE SHOPS, FOUNDRIES, MISCELLANEOUS	95	192	299	25
TOTALS	1,133	1,550	4,925	195

SOURCE: American Machinist

Seaway Jam-Up Raising Havoc on Deliveries

Detroit—Heavy traffic into the Great Lakes via the newly-opened St. Lawrence Seaway has led to waiting lines of vessels at various points throughout the system. Experts are working to uncork the bottlenecks.

One of the first tie-ups developed in Lake Ontario off Port Weller at the entrance to the 28-mile-long Welland Canal. Canal facilities proved inadequate to handle the large fleet of foreign ships which moved through the Seaway soon after it opened April 25. At one time nearly two-score ocean and lakes vessels were lined up, causing delays to nearly two days.

Once through the canal and into Lake Erie, vessels due to dock at Detroit experienced further delays—lack of port facilities at the Motor City. Vessels

lined up again in the Detroit River channel, waiting their turn to utilize the city's marine terminal.

The delays were costing ship-owners thousands of dollars daily and evoking heated complaints from Great Lakes carrier firms. In a protest to the Canadian government, one of the largest operators of Great Lakes vessels said its customers were pressing for delivery of "essential and urgently required raw materials"—principally ore, coal, and grain.

One Seaway spokesman predicted the situation was likely to

get worse before it gets better. He said the canal was not large enough to take the influx of ocean-going vessels.

At Detroit, the presence of the waiting ships rekindled a controversy over construction of additional dock facilities. City officials chided the Port of Detroit Commission for failing to find financing after voters refused to pass a bond issue designated for the marine terminal expansion.

Some of the waiting vessels said each day of delay cost them as much as \$2,000 in operating expenses.

Railway Express Starts Long-Haul Piggyback

New York—The Railway Express Agency has launched into long-haul "piggyback" service after experimenting with the rapidly growing shipping concept for about a year.

The agency, which has traditionally used sealed express cars attached to passenger trains, has started making selective shifts into the less costly trailer-on-flat car operations.

R.E.A. is now shipping daily between Philadelphia and Chicago via the Pennsylvania's Truc-Train service. It is also using the New York Central's Flexi-Van service between Chicago and De-

troit and to and from Battle Creek, Bay City, Kalamazoo, Lansing, Michigan City, and Ypsilanti, all in Michigan.

Robert C. Hendon, R.E.A.'s vice president of operations, noted that there are savings in time and handling, and less damage loss resulting from the single loading and unloading procedure between distant terminals.

In addition to lowering railroad costs for the linehaul movement, the piggyback operations enable the agency to maintain or improve previous in-transit times between origin and destination express terminals.

PURCHASING WEEK

Vol. 2, No. 20

May 18, 1959

is published weekly by the McGraw-Hill Publishing Co., Inc., James H. McGraw (1860-1948), Founder. Publication Office, 99-129 North Broadway, Albany 1, N. Y. See panel below for directions regarding subscriptions or change of address.

EXECUTIVE, EDITORIAL, CIRCULATION and ADVERTISING OFFICES: 330 West 42nd St., New York 36, N. Y. Donald C. McGraw, President; Joseph A. Gerardi, Executive Vice President; L. Keith Goodrich, Vice President and Treasurer; John J. Cooke, Secretary; Officers of the Publications Division: Nelson L. Bond, President; Harry L. Waddell, Senior Vice President; Ralph B. Smith, Vice President and Editorial Director; Joseph H. Allen, Vice President and Director of Advertising Sales; A. R. Venezian, Vice President and Circulation Coordinator.

Subscriptions are solicited only from purchasing executives in industry, business and government. Position and company connection must be indicated on subscription orders. Send to address shown in box below.

United States subscription rate for individuals in the field of the publication, \$6.00 per year, single copies 50 cents; foreign \$25 per year, payable in advance. Printed in U.S.A. Title registered in U. S. Patent Office. © Copyrighted 1959 McGraw-Hill Publishing Company, Inc., all rights reserved.

UNCONDITIONAL GUARANTEE—We agree, upon direct request from paid-up subscribers to our New York office, to cancel any subscription if PURCHASING WEEK's editorial service is unsatisfactory. The proportionate subscription price of any unmailed copies will be refunded.

SUBSCRIPTIONS: Send subscription correspondence and change of address to Subscription Manager, Purchasing Week, 330 West 42nd St., New York 36, N. Y. Subscribers should notify Subscription Manager promptly of any change of address, giving old as well as new address, and including postal zone number, if any. If possible enclose an address label from a recent issue of the publication. Please allow one month for change to become effective.

Postmaster . . . Please send form 3579 to Purchasing Week, 330 W. 42nd St., N. Y. 36, N. Y.

WHERE-TO-BUY

National purchasing section for new equipment, service, and merchandise

SPACE UNITS: 1-6 inches.

RATES: \$17.15 per advertising inch, per insertion. Contract rates on request. Subject agency commission and 2% cash discount.

TECHNICAL
SALES CORPORATION

CHARTS

FOR ALL YOUR RECORDING
INSTRUMENTS

Circular • Strip •
"Specials"

189 VAN RENSSLAER ST., BUFFALO 10, N. Y.

This WHERE-TO-BUY section is a special classification for advertisers desiring advertising of new equipment, services or merchandise in space units smaller than the minimum run of book display space. Space is available in this section in units from one to six inches. For low rates, Write:

PURCHASING WEEK

POST OFFICE BOX 12
NEW YORK 36, NEW YORK



Every Mead Bonded Container is guaranteed to equal or exceed the specifications set up by Rule 41, Uniform Freight Classification and Rule 5, National Motor Freight Classification. If Mead Bonded Containers do not meet these specifications, Mead will pay the full cost of the defective containers or rush replacements to you.

Want to know more about Mead Bonded Containers, Mead Containers research and design facilities? Wire or call collect the Mead Containers office nearest you.

MEAD
containers

MEAD CONTAINERS, INC.

Executive Offices, 4927 Beech St., Cincinnati 12, Ohio

National Sales Offices, 230 Park Avenue, New York 17, New York
6124 N. Milwaukee Avenue, Chicago 46, Illinois and in principal cities.

Subsidiary of THE MEAD CORPORATION





Speed Letters Solve Correspondence Problem File Forms Locate Salesmen's Names Quickly 'Quickie' Replies 'Conveyorize' Letter Writing

1. Speed Letters

Speed letters can be a handy way to streamline your correspondence work load. These simple forms give single sheet record of correspondence between two parties, and are quickly and easily prepared. Not new, these forms have had fairly wide acceptance by purchasing people.

Correspondence experts say you would be surprised to discover how many letters you write daily that can be, or could be, covered in only one paragraph. But, with the full space of a company letter-head in mind, you dictate or type an opening to your letter, a body, and possibly even a closing thought.

Of course, you may use half-size sheets for brief letters. Many P.A.'s object to half-size sheets, claiming they look cheaper than they do business-like. Also, many others object to the irregular sizes of non-standard sheets because of filing difficulties.

Speed letters are a possible solution to many of these correspondence headaches. Available in 8½x11-in. or 8½x7-in.

size, here is how speed letters are used: addressee is indicated at top left side of form. The "from" lines may be filled out, or left for the addressee to fill out with his name when he returns the form to original sender. Usually, this is filled out by the sender at the start of correspondence. Signatures are usually enough for identities.

Next, the sender writes his message, indicates date, and signs. He tears out yellow middle sheet for his record of transmission. (Carbons are left intact.) The first (white copy) and third (pink copy) are sent to the addressee.

The addressee writes his answer on the first copy under "reply," and dates, signs, and returns white copy to original sender. He retains pink copy as his record of entire correspondence. When original sender receives his reply copy, he also then has a full record of the correspondence on one sheet of paper.

The entire communication has been simple, quick, and both parties have the full story on a single sheet of paper. It is a good record, with dates and signatures.

SNAP-A-WAY FORMS SNAP-A-WAY AND RETAIN YELLOW COPY. SEND WHITE AND PINK COPIES WITH CARBON INTACT

SPEED LETTER

TO _____ FROM _____

SUBJECT _____

MESSAGE _____ DATE _____ 19__

SIGNED _____

REPLY _____ DATE _____ 19__

SIGNED _____

FORM 44-902 U.S.A. RETAIN WHITE COPY, RETURN PINK COPY

SNAP-A-WAY AND RETAIN YELLOW COPY. SEND WHITE AND PINK COPIES WITH CARBON INTACT

GENTLEMEN:

PLEASE COMPLETE AND RETURN THE ATTACHED FORM

IT IS OUR HOPE THAT BY RECORDING INTERVIEWS IN THIS WAY, THE TIME SO CONSUMED MAY BE OF THE GREATEST USE TO BUYER AND SELLER ALIKE.

WE PROPOSE TO FILE THIS RECORD IN A SUITABLE BINDER AND UNDER THE APPROPRIATE HEADING SO THAT, WHEN SEEKING POSSIBLE SOURCES OF SUPPLY, WE SHALL BE IN A POSITION TO RECALL YOUR VISIT AND DETERMINE OR INVESTIGATE YOUR ABILITY TO QUOTE ON OUR REQUIREMENTS.

THIS FORM IS NOT AN INVITATION TO TENDER AND IT'S USE FOR THE DISCUSSION OF PRICES IS NOT RECOMMENDED.

Separate here

TO THE PURCHASING AGENT
LUCAS-ROTAX LIMITED
P.O. BOX 115 STATION H
TORONTO 13.

Do not use this space

SUPPLIER'S NAME & ADDRESS DAY MO. YEAR

Date of Interview

Telephone No. Interviewed by Purchasing Dept.

Represented by Name Title To whom were you introduced

IF YOUR COMPANY IS APPROVED BY THE ROYAL CANADIAN AIR FORCE FOR THE PRODUCTION OR DISTRIBUTION OF AIRCRAFT PARTS, QUOTE APPROVAL NO.

SUBJECT OF DISCUSSION

2. New Salesmen Form

How often have you looked desperately for the card of "that" salesman who was in a few weeks ago telling you and your engineers of his company's new spring coiler, widget, or gizmo? You didn't need one then, but you do now. Neither you nor your engineer can remember "that" salesman's name, or his company.

Few P.A.'s have found salesmen business cards suitable for quick-to-find-later filing. These cards come in every size and shape. Often the card is "cute"—shaped as a valve, a motor, or a tool. Sometimes telephone numbers are on

these cards; sometimes the numbers do not appear. Sometimes buyers forget to note on cards plant referrals made for salesmen. Sometimes, even, the salesman did not have a card—"just ran out, we're having cards issued and I'll send you one," and so on.

There is an easy way to cure this picayune but aggravating headache. A simple form devised by P.A. Brian Ervine of Lucas-Rotax Ltd., Toronto, Canada, is the effective aspirin, (see box). Ervine asks all new callers to fill out this form.

The final record resulting from use of this card (binder) is available not only to purchasing but also to engineering which appreciates the service.

3. 'Quickie' Reply Form

Here's a smart idea that can help clear your desk of today's mail today. This is a "Quickie" reply form used by Rugby Knitting Mills, Inc. Clipped onto letters needing only informal replies and no records of correspondence, this form "conveyorizes" handling of such correspondence.

Charles J. Levi, vice president in charge of purchasing for Rugby, has found this form to be the answer to a P.A.'s prayer for a long time. With the notation on the bottom of the form in way of explanation, there have been no slighted feelings expressed by those who have received back their letters with the form attached. As one executive noted, "when little time-savers like this form appear in your mail, you don't resent it. You copy it!"

In Reply

NOV 17 1958

to your attached letter

THANK FOR YOUR
COURTEOUS LETTER
GLAD TO BE
OF SERVICE

Very truly yours
Charles J. Levi

☐ Return your letter and this form for prompt attention.

Very truly yours,
RUGBY KNITTING MILLS, Inc

This "QUICKIE" reply form enables us to reply to your letter TODAY. It is a time saver for you and us. Thanks for your understanding.

Price Changes for Purchasing Agents

Item & Company	Amount of Change	New Price	Reason
INCREASES:			
Fir Lumber, green, 2x4's, Northwest, elts., mftbm.....	\$2.00	\$80.00	Building demand
Beeswax, crude, lb.....	.03	.55	Shipping boost
Palm Oil, crude, tanks, lb.....	.006	.135	Short supply
drums, lb.001	.1585	Short supply
Palm Kernal Oil, tanks, lb.....	.01	.185	Short supply
Cotton Broadcloth, combed, yd.....	.005	.265	Strong demand
Iso-Eugenol, lb.	\$1.00	\$4.50	Raw. mater. hike
Iso-Eugenol Methyl Esther, lb.....	.90	\$5.75	Raw. mater. hike
Eugenol Methyl Esther, lb.....	.90	\$4.65	Raw. mater. hike
Red Lead, 95% dry, lb.....	.005	.1425	Lead price boost
Litharge, lb.005	.1375	Lead price boost
Orange Mineral, lb.....	.005	.165	Lead price boost
Eugenol, USP, lb.....	.30	\$2.20	Raw mater. hike
Menthol, Brazilian, duty paid, lb.....	.40	\$6.25	
Clove Leaf Oil, lb.....	.10	\$1.40	Short supply
Cottonseed Oil, valley, lb.....	.0018	.127	
Broadcloth, wide combed, 36x60 yard.....	.0025	.31	Upped demand
REDUCTIONS:			
Gasoline, Sun Oil, "Blue Sunoco," Detroit, tkwgn., gal....	.019	.142	Mkt. competition
Butyl Acrylate Monomer, Union Carbide, tankcars, lb....	.05	.45	Mkt. competition
Phenol, natural 90-92%, tankcars, lb.....	.0075	.1475	
82-84%, tankcars, lb.....	.005	.145	
Marine Diesel Oil, Esso exp., Houston, Harbor Is., bbl.	.10	\$3.92	
Marine Diesel med. oil, Esso exp., New Haven, net, bbl.	.21	\$4.33	
Baytown, Houston, bbl.....	.10	\$4.13	
Savannah, bbl.....	.10	\$3.85	
No. 4 Oil, intermed., Esso exp., Wilmington, N. C., bbl.	.04	\$3.03	
Spearmint Oil, lb.....	.35	\$5.80	Demand slack

Growing Protectionism Confuses Trade Policy

(Continued from page 1)
from drifting toward protectionism. There was, therefore, a prevailing feeling that Washington had stopped a new protectionism movement and that the country in fact was headed toward even more liberal trade policies.

But the record has disproved that consensus.

The U. S. has slapped import quotas on oil, lead, and zinc, and has continued tariff-quotas on woolen fabrics. Washington has renegotiated so-called voluntary foreign export quotas on cotton textiles, continued a similar arrangement on stainless steel flatware. It has rejected some foreign bids on heavy electrical equipment, office machinery, and highway construction materials under the buy-American procedures. It has held up some 35 specific import products under anti-dumping investigation. It has boosted tariffs on copper and clinical thermometers.

Pending Cases Important

Pending cases dwarf the actions already taken. Several categories of heavy electric equipment are involved in forthcoming decisions on national security requirements for curbs on competing imports. The Commerce Department's Business Advisory Committee, meeting in Hot Springs, Va., last week, was told the department is urging strongly that steam turbines be banned on these grounds. An earlier decision will be made on hydro-turbines and generators, circuit breakers, and transformers.

5 Other Curbs Considered

Import curbs or bans on five other products are being considered at the Office of Civil and Defense Mobilization, also on national security grounds. These are: cobalt, tungsten, fluorspar, wool knit gloves, and dental burs.

At the Tariff Commission, duty boosts are being asked by domestic producers of hardwood-plywood, broadwoven silk fabrics, mink skins, calf leather products, axes, and axe-heads. Treasury Department is now in its second-stage hearings on charges of low-priced dumping

of rayon staple fibres, shovels, aluminum fabricated products, birchwood doors, and several chemical products.

Against this scorecard of restrictions imposed and pending, the government has rejected pleas for additional import protection on considerably fewer items. The Tariff Commission recently rejected petitions filed by hand-makers of glass tableware, producers of tartaric acid and steel wire. But a court reversal of the steel wire decision may force re-consideration.

Many Rejected

Treasury Department has rejected about a third of the 60-odd anti-dumping petitions filed since last summer.

Many of these specific cases seem insignificant in the over-all trade picture. But the government's recent record does reflect two important indicators of future policy.

- The administrative leeway in existing trade laws which can be used to reverse the trend toward fewer trade barriers.

- Mounting congressional pressure for new import curbs.

Several congressional committees are also "investigating" the possibility of new legislated import restrictions on such items as fluorspar, cobalt, cotton textiles, and salmon.

Increased Imports

Pressures for more trade barriers instead of less stem from increased import competition on the one hand, and a vague fear expressed by some that the U. S. is pricing itself out of the export market on the other.

The nation is still selling more abroad than it buys. But when foreign aid and investment is added to the balance-of-payments picture, it shows the U. S. running in red ink.

Imports are gaining on exports, however. First-quarter 1959 figures show that so far this year imports have continued to rise to a three-month total of \$3.5 billion. Last year it was \$3.1 billion. Total 1958 imports fell slightly below 1957, but not as much as exports declined.

Worse, some economists feel,

the decline in U. S. exports has now reached into the manufactured goods categories, instead of confining itself to dips in commodity shipments at lower prices.

Still Too Early

It is still much too early to predict that these trends will tip U. S. trade policies over into the protectionist column. Government officials still line up for the most part with economists who say that Washington would only make its balance of payments problem worse by shifting to more trade protection. By cutting down foreign earning power, they argue, through less buying, less private investments, less foreign aid, U. S. exports will have an even rougher time.

No really clear picture will come into focus until negotiations begin with the Common Market nations sometime in the next few months. But it is obvious that the nation's traditionally liberal stand on trade policy already has retreated somewhat, and may retreat even further.

T.V.A. Might Ask For Foreign Bids

(Continued from page 1)
the Administration's decision on heavy electrical equipment imports.

More heat was turned on him at the Commerce Department's top level Business Advisory Council meeting in Hot Springs, Va., 10 days ago. At this meeting, department officials let it be known that Undersecretary Frederick Mueller is urging Hoegh to back domestic manufacturers' pleas for a total ban on competing imports of large steam turbines.

An example of the conflicting pressures on Hoegh is the fact that not everyone in Commerce agrees with Mueller.

Mueller's recommendation, however, is confined to steam turbines. It does not involve hydraulic turbines and turbogenerators, circuit breakers, and transformers on which O.C.D.M. must rule first.

Asphalt Prices May Take Jump

(Continued from page 1)
ducers are mixing Venezuelan stocks with California crude to meet specifications.

As the industry swings into higher seasonal production, the situation is expected to become "tighter." There is already strong evidence of prices firming on a higher level although no actual price increases have been forthcoming as yet.

Firmer prices have been particularly noticeable on bids submitted on state and local asphalt contracts, governmental P.A.'s report. One glaring example was in North Carolina, where all bids came in \$500,000 higher than last year.

"I won't say there's collusion," William R. Henderson, North Carolina-state purchasing agent told PURCHASING WEEK, "but this year's asphalt prices look very strange to us and we're just not going to put up with a half-million dollar price increase."

Henderson said he threw out all the bids and is now negotiating with suppliers in an attempt to get the prices down to "a reasonable level." In the meantime, he is buying cutback and emulsified asphalt on a hand-to-mouth basis under the state's

emergency purchasing regulations.

"It isn't for me to determine the oil companies' price schedules," the P.A. said, "but when there's such a drastic jump in price—about 15% in one year—I feel obligated to evaluate their pricing policies."

Other government agencies also have been hit with higher asphalt bids although most were well under the 15% mark. The purchasing division of the Texas state purchasing agency said last year's contract on cutback asphalt was \$25.90 per ton. This year the average price is \$27.51.

Current market prices on cutback and emulsified asphalt range between \$8.50 to \$10.50 per gallon. Another example of how these prices have firmed is shown in the prices received only recently by New York City. The price of cutback was listed at \$10.35 per gal. and on emulsified, \$10.69 per gal.

"Last year, extremely keen competition resulting from bad business conditions forced prices down considerably below sound market levels," a spokesman for Esso Oil Co. told PURCHASING WEEK. "This won't happen this year."

—This Week's—

Purchasing Perspective

MAY 18-24

(Continued from page 1)

quickly. Anticipated sales gains in capital goods will draw off much of the slack. A comeback in the metals-hungry auto industry would cinch it.

COMPARISONS: If you are comparing supplier cost analysis data, figure it takes 74% more to run a plant than it did 12 years ago. The cost index maintained by McGraw-Hill's "Factory" magazine rose again last month under the pressure of materials and labor in the two major maintenance categories—buildings and facilities, and equipment.

COST REDUCING OPPORTUNITY: The traffic news letter of a major Pittsburgh-headquartered manufacturer gently but firmly urges plant general managers to keep purchasing and traffic tuned in better on advantages of consolidated shipments of purchased materials.

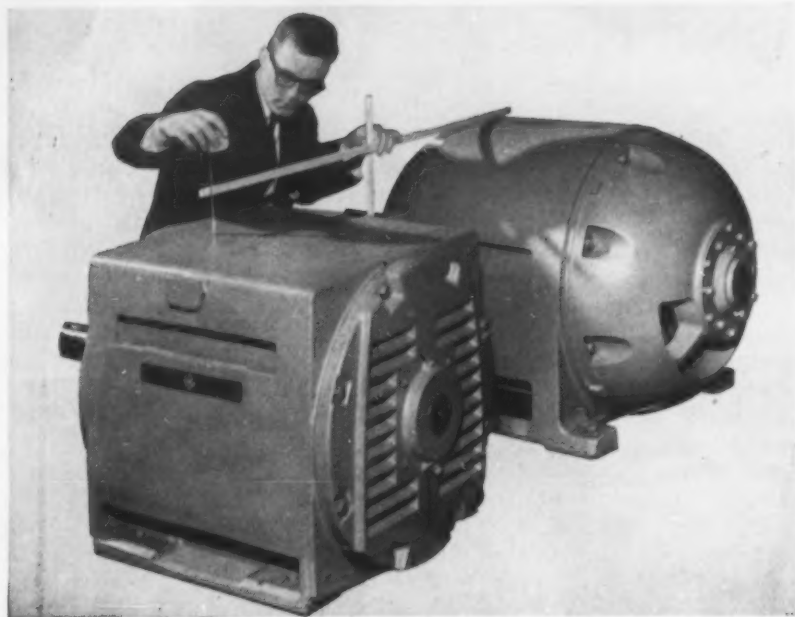
"... With a little more planning... many more of our inbound shipment could move in truckload lots at reduced rates," the reminder states. It cited the example of "one of our plants" which began consolidating three months ago and so far has turned in savings of \$300/month.

PRICE EMPHASIS: British industrialists are struggling with familiar U. S. management topics—prices, productivity, and growth. They are getting much the same answers too.

Government economic chiefs figure this way: The national budget announced last month was designed to promote industrial expansion in the U.K. They believe then it is reasonable to expect stability or even a comedown in prices, chiefly on grounds that industry was set to achieve a hike in productivity this year.

British P.A.'s figure the only hope lies in productivity; it's more than likely import prices on needed raw materials will continue a steady rise during 1959.

TRENDS: Screw machine product makers complained of "unrealistic prices" in private conversations at their recent national meeting in New York. Purchasing agents who still demand three-day delivery "that was okay during the recession"—came in for jibes... Coal sales officials, out to win back oil and gas customers, figure some of untapped potential lies in small industrial plants... Irish gas producers are importing American coal—it's cheaper than the nearby British-mined product due to lower ocean shipping rates... purchasing agents may be caught in their own vicious circle. Upswing in inventory buying is blamed for driving up prices of some commodities.



SIZE REDUCTION is one benefit of new motor design. Old and new 150-hp. motors are shown. Floor space cut ranges from 22 to 45%.

New Building Block Design Motors Saving 4-5 Weeks Delivery Time

(Continued from page 1)
trical Mfrs. Association Standards.

Each motor is a custom job. Design of the motor's electrical components is done by an electronic computer. Electrical requirements are programmed on the computer which turns out a complete rundown of design characteristics. In effect, the buyer's specifications are fed into one end of the computer and out of the other end comes a design that meets the specs and a complete parts list.

Makes Debut

Another new G.E. motor series also has made its debut. It's called the custom 8,000. Ratings range from 100 to 600 hp. This series has a square shape (see photo) in contrast to the round shape of conventional motors. The square configuration offers a significant reduction in space needed for motors of a given horsepower. Flat end shields cut down the over-all length. Mounting area savings range from 22 to 45%, depending on the motor rating. Total weight also is reduced about 20%. Both add up to a reduction in shipping costs for the motors.

Both of G.E.'s motor series use a new insulation system called Polyseal. The system consists of silicone rubber-impregnated Dacron and glass tape wrapped around each motor coil. The tape is tough, resistant to chemicals, abrasives, and water.

With Polyseal, motors designed

along Class A lines can be rated for Class B duty. This means they can operate at the Class B rating of 130 C., 20 C higher than Class A. The jump in rating allows higher performance and helps offset the higher cost of the insulating material in the motors.

G.E.'s Polyseal insulation and silicone insulations developed by other motor makers permits the use of open-type motors in many areas exposed to wet or corrosive conditions.

These kinds of environments were formerly limited to the more expensive totally enclosed motors.

Railroad Purchasers To Meet in Chicago

Chicago—U. S. and Canadian railroad purchasing officials will focus on a variety of timely topics when they assemble here June 8-10 for the 33rd annual convention of the Purchases and Stores Division of the Association of American Railroads.

While devoting a major portion of their program to improvement of railroad purchasing practices and procedures, the rail P. A.'s this year for the first time will hear leading spokesmen in other industrial fields. Among the guest speakers will be N.A.P.A. President Gordon B. Affleck, Westinghouse Vice President Andrew Kennedy, and authorities in iron and steel scrap, natural gas, research, and economics.

Still a Buyer's Market; Sales Outlook Good

(Continued from page 1)
mains their point of biggest resistance in closing a deal.

• Availability and delivery are perhaps their next biggest headache.

The purchasing emphasis on price had made it difficult for many companies to eliminate special discounts, freight allowances, and other "specials" they may have used to entice sales in the 1957-'58 downturn.

Aside from steel, relatively few sales or marketing chiefs were willing to admit they were even close to a seller's market at this time. But there were some who noted a definite change in the weather.

Out in the West Coast logging country, James Frink, vice president of Washington Iron Works at Seattle, said the purchasing-sales climate has changed "very definitely" since a year ago.

Washington—a major manufacturer of logging, lumber and construction industry equipment—is sitting comfortably with a backlog four times what it was 12 months ago with sales already up 50%.

And one of the country's biggest manufacturers of heavy trucking equipment figures "very definitely" that it is already riding herd on a seller's market. Sales through April were double those of a year ago.

In the heavy electrical equipment industry, manufacturers may not yet consider themselves in a seller's market but they report heavy buying by utilities with orders accelerating at quickening paces so that prices have firmed and the industry's 1958 "price war" has long since died.

Office Equipment Still Slow

In office equipment, it's still a buyer's market, but things may be moving toward the opposite direction. Underwood's adding machine sales supervisor, Clinton J. Hart, sees a definite possibility for the shift later this year in a scramble for new models. Another New York business machine firm also said it notes a slight movement toward the seller's advantage.

The comment of a West Coast distributor, Marshall-Newell Co. at San Francisco—was in many ways typical of the "in-between" group's general sales optimism—and caution:

Not So Pronounced

"There is still a buyer's market but it is not so pronounced as it was a year ago. While it still takes a selling job—make no mistake—you don't have to knock yourself out so much as before."

Others also commented on "improvement" in the selling climate. But the majority insisted the present situation, while improving, is still a far cry from a seller's market or that a significant change at very best will not occur for many months.

John L. Gilles, marketing vice president of Monsanto Chemical at St. Louis, termed the market "still highly competitive" with prices of some major chemical products, such as phenol and others used in manufacture of resins and plastics, still going down.

In electric motors, manufacturers consider it still a buyer's market "regardless of the fact that business is good." John C.

Elmburg, general sales manager at Fairbanks, Morse & Co., said the price line also is weak in pumps in some cases.

At St. Louis, Edward L. O'Neill, vice president of Electric Emerson Mfg. Co., described the electrical motors industry as still characterized by "a lot of surplus capacity and a highly competitive market." But while everyone is scrambling for the business, he admitted "conditions are not quite so tough as a year ago."

Have to Work Hard

Said O'Neill: "Business opportunities look good but you have to work hard to get it."

Paper manufacturers also consider it still very much a buyer's market. Spokesmen for three of the country's biggest paper firms said they detected no present move to a seller's market with buyers still resisting strongly on price and demanding discounts and freight allowances. Nevertheless, sales are up considerably over last year.

Sales managers contacted in Cleveland agreed that the business climate hasn't changed much despite the upturn and the inventory buying now going on.

Congress Takes Measure Toward Liquidating Government Stockpile

(Continued from page 1)
grow. At least another \$2 billion is likely in the next few years, practically none of which is needed in the view of defense planners.

G.S.A. merely does the buying and storing of stockpile items. Actual determination of kinds and amounts of critical defense items for stockpiling are made by the Office of Civil and Defense Mobilization.

G.S.A. stockpiles some 100 different items under various programs. The main one, the so-called national stockpile, contains 75 different items amounting to about \$6.5 billion. Needs of this

Most of the Cleveland sales offices contacted expect the buyer to reign "Til a boom comes along," as one of them expressed it. Most pick 1960 for some kind of change in the buying-selling atmosphere.

Salesmen and their managers in Buffalo, Minneapolis, Detroit, Los Angeles, Dallas, Atlanta, Chicago, and the major cities elsewhere express similar views: That they still have to get out and sell. But a particularly uniform response noted was confidence in strong sales during the second half of 1959 and the prospect for further improvement in 1960.

One other exception to the dominant view that the buyer is still king was noted on the West Coast. The Western sales office for a major manufacturer of instruments and other electronic parts said:

"Generally we feel that a sellers market is returning, especially in our low priced items which have some exclusive features." That company's spokesman emphasized that it is "giving the hard sell only in those fields which we are not yet quite established."

stockpile are almost fully met and little in the way of additional funds will be spent on it.

In fact, there are 46 items in this stockpile alone that are in excess. These include aluminum, asbestos, bauxite, beryl, bismuth, cadmium, castor oil, celestite, chromite, cobalt, copper, graphite, lead, magnesium, manganese, mercury, mica, molybdenum, nickel, quartz, tin, tungsten, and zinc. Others include agar, baddeleyite, gem diamonds, platinum group metals, pyrethrum, quinine, and zircon.

Supplementals Being Added To

But the so-called supplemental stockpiles, totalling around \$1.5 billion, are continuing to be added to under various laws. A total of \$650 million is set aside for these additions in the upcoming fiscal year alone.

The Administration feels that its over-all commodity policy is at stake at this time. And it will ask Congress, probably next month, for more leniency in disposing of surplus stocks.

Forbids Disposals

Present law forbids disposal of any materials from the national stockpile without the express consent of both houses of Congress and the President.

The O.C.D.M. wants authority to go ahead with disposals after notifying Congress either 60 or 90 days in advance. If no action is taken by Congress, O.C.D.M. would be authorized to proceed automatically.

The House also took away from G.S.A. \$96.5 million in previously authorized but unspent funds that would go to the stockpile program. The purpose is to force G.S.A. to come before Congress annually to justify expenditures in the program. G.S.A. merely does the buying and storing of stockpile items. Actual determination as to size and amount is made by the O.C.D.M.

Weekly Production Records

	Latest Week	Week Ago	Year Ago
Steel ingot, thous tons	2,665	2,604*	1,400
Autos, units	136,600	118,059*	78,506
Trucks, units	26,426	26,140*	17,438
Crude runs, thous bbl, daily aver	7,722	7,702	7,255
Distillate fuel oil, thous bbl	11,995	12,375	11,130
Residual fuel oil, thous bbl	6,517	6,552	6,651
Gasoline, thous bbl	27,003	27,141	25,416
Petroleum refineries operating rate, %	79.8	79.6	79.0
Container board, tons	159,220	165,344	116,231
Boxboard, tons	154,674	155,318	130,154
Paper operating rate, %	91.6	95.8*	89.5
Lumber, thous of board ft	248,622	249,052	230,257
Bituminous coal, daily aver thous tons	1,379	1,349*	1,120
Electric power, million kilowatt hours	12,659	12,546	11,315
Eng const awards, mill \$ Eng News-Rec	415.6	403.3	435.4

*Revised

FROM *Chicago-Latrobe* RESEARCH AND ENGINEERING
AN UTTERLY NEW DESIGN OF TWIST DRILL

The NEW C-L
"LO-TORK"
BRAND
Chip Breaker Drill

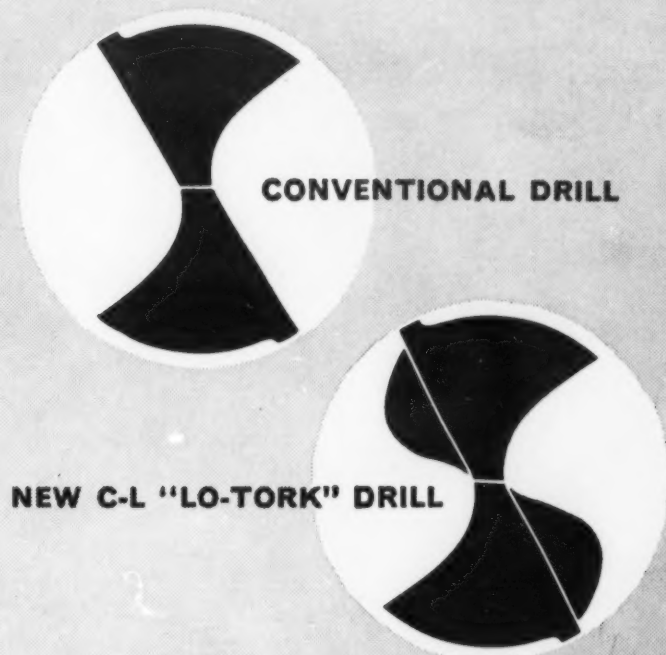
UNRETOUCHED PHOTOS (BELOW)...dramatic proof of C-L "Lo-Tork" Drill's chip breaking effectiveness. At left is conventional drill—At right is the "Lo-Tork." Same work piece in each photo.



WRITE FOR DESCRIPTIVE LITERATURE . . . OR CALL YOUR C-L DISTRIBUTOR AT ONCE

CHICAGO-LATROBE DRILLS · REAMERS · END MILLS · COUNTERSINKS · CARBIDES · SPECIALS

411 W. ONTARIO STREET, CHICAGO 10, ILLINOIS

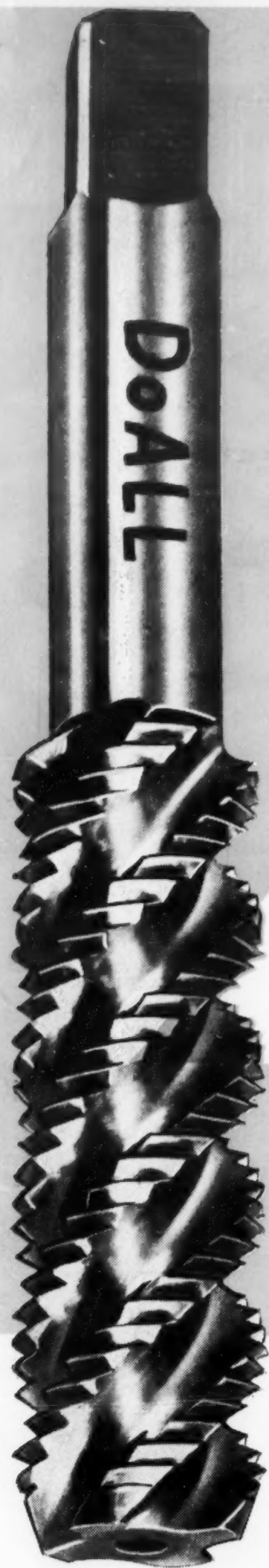


**END VIEW SHOWS THE DIFFERENCE
 IN BASIC DRILL CONSTRUCTION**

PATENT APPLIED FOR

**Completely New! C-L "Lo-Tork" Drills
 end stringy chips . . . speed
 production . . . improve lubrication**

● This announcement may be of great importance to your plant. Chicago-Latrobe research has produced a chip breaking drill that *works*. Utilizing a unique profile, the C-L "Lo-Tork" Drills not only reduce chips to manageable size, but greatly increase the flow of coolants to the drilling point. These drills have been exhaustively tested on production machines in numerous plants. C-L "Lo-Tork" Drills may well be the final answer to your problem of stringy chips. Get full information at once.



Here's the **NEW ANGLE**

for better
chip
removal

DoALL Hy-Spiral Taps for deep blind holes and difficult materials

It's the new 52° spiral that makes the difference! And *what a difference* in the way it ejects chips from stringy alloys and ductile steels which clog and foul taps of conventional design . . . in the way it raises powder and granular chips from blind holes in die castings, etc. Exceptional results have been obtained on stainless steel, Monel, Inconel X and high-temperature alloys.

The 52° spiral exerts a shearing action at the cutting face to produce clean, fine threads and true roundness. You can count upon:

- Rapid chip ejection
- Shear cutting
- Non-clogging flutes
- Greater accuracy
- Less breakage

Start cutting your costs right now with DoALL Hy-Spiral Taps. We invite you to try them on your toughest production problems. Call your local DoALL sales-service store today.

DoALL HY-SPIRAL TAPS with H.S. Steel ground thread are available in sizes from 1/4" to 1/2" diam., NC and NF threads; machine screw sizes No. 3 through No. 12, NC and NF threads. Your local DoALL store has them in stock.



CT-50



This is a typical DoALL store.

The **DoALL** Company, Des Plaines, Illinois

Call Your **DoALL** Service-Store

 Band Saws	 Surface Grinders	 Power Saws	 DoALL SAW BANDS	 DoALL GAGE BLOCKS	 DoALL CRANK PLATES	 DoALL TOOL AND DIE STEEL
Machines and Blades	Surface Grinders	Power Saws	CUTTING TOOLS	MEASURING INSTRUMENTS	SHOP SUPPLIES IN STOCK	

MACHINE TOOLS CUTTING TOOLS MEASURING INSTRUMENTS SHOP SUPPLIES IN STOCK